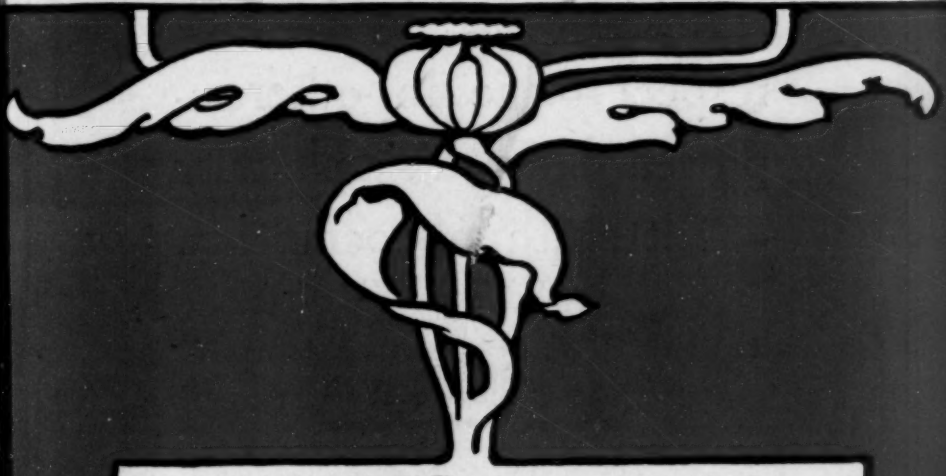
The Black Cat



SEPTEMBER 1906

An Unrepealed Law $150 Prize
Pauline C. Bouvé

The Dead Line
Ward Wilson

Easy Money
Borden H. Mills

The Truthful Hobo at White Ridge
Joel Smith

When the Parrot Spoke
Clifford Howard

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An Unrepealed Law.*

BY PAULINE C. BOUVÉ.

JACOB ELICH sat on the back door-stoop and gazed upon his tulip beds complacently. As the rings of blue smoke were blown upward from his T. D. pipe his eyelids drooped until there were only two very narrow rims of greenish blue visible to the flaxen-haired girl who sat on the step below him, knitting a long gray stocking. The flush on her soft round cheek seemed to be the result of some inward rather than external warmth, and the long lashes that fringed her eyes quivered ever so slightly now and then, and the plump little fingers were long picking up the stitches that would drop, no matter how hard the small hands tried to hold the long steel needle steadily and evenly.

"So," said Jacob Elich at last, after an unusually long puff, "so you would marry that young Hosenklaver and leave your old uncle and the house here to do as best they can?"

The flush on Minna Stofer's pretty face deepened to a rich crimson at her uncle's words.

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"Yes, uncle" she said in a very low voice. "But I could come every day and right you up, Claus would not mind and —

"Claus may go to the devil," said the old man testily. "I care nothing for Claus. He's an idler and a spendthrift and will come to want and ruin and bring you there with him."

"That is not true of Claus!" The voice was quite steady now and a pair of flashing brown eyes were turned upon the old man proudly and defiantly.

Jacob Elich refilled his pipe leisurely, rubbed his bald head reflectively, and then began to puff away again.

"'Tis always the way of a woman," he remarked, gazing upward on the barn roof reflectively. "They never remember the proverb 'Wedlock rides in the saddle and repentance in the crupper.' If you must marry this Claus, niece, why, then I suppose you must. You are your own mistress since last November, when you had your twenty-first birthday. Only, he may understand, you will have no dower from me."

"We want no dower, Uncle Jacob — only, only — if you could spare me a little to buy some clothes — I should not wish to go to my husband like a beggar bride."

"Clothes, clothes, clothes," grumbled the old man. "A woman is always begging for finery."

"Begging," cried the girl, "is it begging to ask you for a few clothes when I have worked and slaved and toiled to make you comfortable ever since I was old enough to sweep and bake and sew for you? Begging, indeed! I am only asking for what is mine by every law of right and justice. That is what Katrina van Tassel and all of the neighbors say." And Minna, no longer able to control her long-pent-up tears began to sob convulsively.

Jacob Elich pulled his heavy steel-rimmed spectacles from his pocket and surveyed his niece with calm disapproval. The pretty, plump Minna Stofer was nearer to his somewhat flinty heart than everything else, except his money. His neat little house, with its trim garden and flower beds, was dear to him because it stood for just so many round dollars. The feather beds, old Dutch linen and china, and squatty mahogany furniture, which were his by inheritance, he regarded merely as articles that might be converted into cash and he respected them accordingly. His pigs, his poul-

try, his bee-hives, and entire property, from real estate to his kitchen tinware, represented to him, not comfort and respectability, but the mere fact of possession, and were dear to him in greater or less degree, according to their intrinsic and pecuniary value.

Jacob Elich was a most respectable citizen. He had the greatest veneration for law and order and propriety, but he was undisguisedly and frankly a miser. He spoke of himself as a man of forethought and prudence, giving measure for measure and taking those business advantages only to which the law entitled him. His neighbors called him a skinflint and a miser, but Jacob smiled shrewdly when such remarks came to his ear and fell to quoting the proverb, "Every man's friend is every man's fool." For every occasion in life he had a proverb tucked away somewhere in his shiny bald head, and it was the reiteration of these familiar old sayings that had come nearer to making Minna ill-tempered than anything else in her somewhat dull young life. But her life was not dull now, for Claus Hosenklaver had asked her to be his wife and she had said "Yes." The course of true love had run very smoothly with the lovers, but, as the wedding day approached, a very serious (or so it seemed to proud little Minna) impediment stood in the way. She had no possible means of buying a wedding gown. And she could not, *would* not, let Claus buy it for her; no, not if she never got married.

Jacob put his spectacles on, took them off, put them on again with great deliberation and then said:

"So, Katrina van Tassel said that, did she?"

"Yes, and she said you ought to be made to give me a silk dress!"

"Katrina van Tassel is, is — a female peacock. No, Minna, you have had a comfortable home, my care and protection and your food and lodging since you came to me a child, and you are welcome to the same as long as you live under my roof. But as for giving you money for a silk dress — that I shall certainly not do. Women are vain and frivolous enough without such follies. As for Claus Hosenklaver, if he wants a silk-gown bride, let him seek a wife who is able to make a fool of herself without aid, or get the gown himself."

"Claus would get me everything if I would let him, but can't

you see what shame I should feel? *Lend* me the money, Uncle Jacob, and I'll earn it afterwards and pay it back. Sometime in your life you must have wanted to marry some one, — you can't refuse to *lend* me the money!"

"Lend you the money, indeed! The minute you were married your debts would become your husband's and where would I be?" I'll trust no Claus Hosenklaver for a penny! As for marrying, I never would have been able to save a cent if I had a woman after me for bonnets and dresses and ribbons and feathers and what not. No, Minna, marriage is an expensive luxury I could not afford. If you and Claus choose to imagine that you can afford it, — you are twenty-one; — I've nothing to say except that I won't give you a red copper. Remember this, however: 'When poverty comes in at the door, love flies out at the window.'"

Minna folded up her stocking and walked to the door.

"I won't ask you any more, Uncle Jacob, but some day you'll be sorry for this."

"Maybe," replied Uncle Jacob, with one of his metallic laughs. "Tell your friend, Katrina van Tassel, that I am a law-abiding citizen, and when the law compels me, I'll give a silly young woman a silk wedding dress. Until such a law is made, I'll do what I please about spending my money."

. . . . . .

Miss Katrina van Tassel stood in the Lykens public library, with her hand on a musty volume and a happy smile on her red lips. She took out a card from her case and pencilled a number and a title on it and then replaced it carefully, snapping the clasp of her alligator combination purse together with an energy that bespoke secret triumph. She then entered her carriage and ordered the coachman to drive to an office in the business part of the town. There was a merry light in the young lady's eyes as she entered her brother's office.

"I've a case for you, Fred!" Then she stopped and blushed as Charlie Shackford rose up and offered her his hand.

"May I be assistant adviser?" he said, smiling down upon her.

"Yes," she replied gaily. "But neither of you can guess what it is; I have the most delicious scheme you ever heard of. Oh, Fred, is 1904 divisible by four?"

"What on earth are you driving at?" said the young lawyer in a bewildered voice. "Aren't you feeling well this morning?"

"I haven't felt so well for a year. Wait a minute, have you got this book over there?" And she handed her brother the card she had pencilled in the library and passed to the bookcase.

Shackford glanced at it over her shoulder and then taking the volume from the shelf, looked at her in a perplexed way.

"Read that," she said.

"Gad!" said her brother; "that's queer."

"It's odd I never noticed that before," said Shackford. Then both men laughed.

"Sit down, and I'll explain," said the young lady. "Turn to the page I numbered." Then she bent forward, and in a low, rapid tone, outlined her plan. When she finished, two long low whistles followed by long and uncontrollable fits of laughter that seemed to threaten the two dignified young counselors-at-law with a combination of apoplexy and dementia.

"It's the bulliest scheme ever unraveled by a woman," gasped Fred, when he could command his organs of speech.

"It's a flash of genius, Miss van Tassel, you may count on my co-operation."

"But how are we going to get the girls to do their part?" asked Fred, who was eminently practical.

"If you two will do the legal part of it, I'll guarantee the rest," was the confident reply. And then, after a prolonged consultation, Miss van Tassel drove home to luncheon.

The next day Minna Stofer was sent for to come to the van Tassel mansion to take an order for some crewel-work, in which she excelled, and which enabled her to provide herself with a few little articles dear to girlish hearts.

"Now you've given your word," said Miss van Tassel, as her little friend said good-by. "Remember you have nothing to do with it."

"Oh, Katrina, I wish I hadn't told you he called you a peacock," wailed Minna.

"Never mind," said the descendant of a patroon, "I'll have something to be as proud of as a peacock before long."

. . . . . .

Miss van Tassel, to the surprise of her intimates, joined several

church guilds that year and became the most popular girl in Lykens with the very girls who had, before this period of religious, philanthropic fervor, been wont to call her "a society girl" and "a woman of the world, she doesn't care for women." Her mother grew quite anxious at this sudden change of heart fostered by a change of life. Mr. van Tassel pulled his whiskers and smiled. "She has a scheme to put through," he said to himself, while Fred let fall various hints to the purport that "Katie was a corker"; and young Shackford made sundry and various pretexts to call and "talk over little plans" which was disquieting to the prudent *pater familias*.

"Well," said Mrs. van Tassel one morning, at breakfast, "little Minna's wedding comes off next week. I think you might give her some of those Paris dresses you've outgrown, Katrina; it would be a great help to the child, and that mean old uncle is too stingy to provide her with anything."

"Oh, he'll come around," said Katrina carelessly, and the subject drifted into other channels.

Minna's marriage was to be solemnized at the chapel of the Church of the Holy Trinity on Wednesday morning. On the preceding Friday Mr. Jacob Elich had been taking his forty winks in a little back parlor, when he was summoned to the door by a sharp ring. He was rubbing his eyes and yawning as he opened the door and was greatly surprised to see Lizzie Brulaker, the daughter of a farmer in the neighborhood, standing on the threshold.

"Good afternoon," said Jacob crossly, "Minna's not home," and was about to retire, but Miss Brulaker slipped in uninvited.

"Well, no matter," she said, in rather a flustered voice: "I, — I came — I came to see you, Mr. Elich."

"Me! What do you want with me?"

Miss Brulaker eyed him for a moment and then said, hurriedly, "I thought as Minna's going to leave, you might be lonesome and need some one to keep the house and do your baking, and — and it's leap year, you know, — so I came over to ask you to marry me, sir."

Jacob Elich's jaws opened, his eyes bulged, his whole being shook with amazement and anger.

"To do what?" he stammered.

"Marry me!" said Lizzie with a sudden boldness.

"I won't," half shrieked Jacob. You're out of your head. Go home to your mother, you bold girl. I won't!"

"You refuse?" said Lizzie stolidly.

"I am a respectable man," said Jacob wrathfully "and I certainly refuse!".

"That's all right, good afternoon," and Miss Brulaker descended the steps and walked down the street, leaving Jacob staring after her. Was she crying? Her whole frame shook convulsively as she moved.

"She is a disgrace to her family," said Jacob, as he closed the door. "Thank God I have no daughters!" Then he went in and sat down, put on his spectacles and took them off again a great many times in an aimless fashion. "What is this generation of women coming to? What, indeed!"

The fire had died down, but Jacob had not noticed it. He was sitting gazing at the dying embers, when Minna came in.

"Why, uncle, your fire is nearly out; what ails you?"

"Nothing ails *me*, Minna," said Jacob. "I am as usual, only I was in a brown study. I had forgotten the fire. '*Als had komt, zo is hobben te laat*,'—'When had comes, have to is too late' was truly spoken, Minna. Do you know farmer Brulaker's daughter, Lizzie?"

"Yes, uncle."

"What manner of girl is she?"

"She is so clever that some people call her brilliant."

"That may be, but she is no fit companion for a modest maid, Minna. 'A brilliant daughter makes a brittle wife' is a wise saying."

Hardly had the grouty Jacob finished his words when there was a loud peal at the bell.

"Go see who it is," he said, shortly.

"It's Mrs. Bagley; she wishes to see you, uncle."

Pulling himself together, but with reluctance in every line of his gaunt figure, Jacob rose up to greet the young widow of his lately deceased friend, Caleb Bagley, the miller.

"Is it about the lease of the mill, that you have come, Mrs. Bagley?" said Jacob politely.

The widow sighed and shook her head. "No, Mr. Elich, it isn't the mill exactly, and yet I can't say but it indirectly concerns the mill. The fact is, I know that I am a good hand to keep things trim and cozy, for Mr. Bagley always said as much to every one, and I know that you are a good hand to manage and put by; so I thought as how it might be a good thing to unite our forces — make a combination arrangement, you know — and, as it is the woman's privilege this year, I have concluded to make a little matrimonial proposition to you. Of course you can refuse to — "

"Mrs. Bagley, I *do* refuse, I most certainly decline to become a party to your combination. I can't afford to marry, Mrs. Bagley — I must say no to your very — very — er — "

"So you won't accept me? Very well, Mr. Elich, you will remember this before long," and before he could say a word more the front door banged and the rejected widow had gone. He looked around in a frightened way, but Minna was gone — she had evidently heard nothing, for she was singing in the kitchen.

"This is very strange," said Jacob — "very strange, indeed. To think one small town could contain two such fools at once. If I were going to marry I would not 'hang my sickle on another man's corn.'"

That night Jacob slept poorly and dreamed of being convicted of bigamy.

The next day Minna went to visit a school friend, from whose house she was to be married, as her uncle said he could not be at the expense of a wedding breakfast. Jacob was therefore alone.

"I hope you won't be lonesome," Minna had said as she left. "Perhaps some of the neighbors will drop in to keep you company." And her uncle had replied "God forbid." But evidently the overruling Providence was not on his side, for on that day and the next, seven unmarried women came on the same errand that had occasioned Lizzie Brulaker's and the widow's visits. Each one gave a different reason for her action; — two urged his loneliness; one suggested that in his old age he would need a young head to look after his business affairs. One recommended herself as a good cook, one commended her piety, and the last — a saucy girl — had hinted that he needed a wife to teach him to be happy!"

To each one of the six, he had politely but firmly declined; but the saucy girl had shocked him to such an extent that he felt compelled to threaten to tell her parents and the pastor of her behavior.

"Do," said the girl. "It will be the funniest thing that ever happened to hear you. It will be better than the theatre. Do, Mr. Elich!"

On Sunday Jacob stayed indoors and early Monday morning he closed every blind in the house and forebore to build the fire, thinking to give the impression that he was not at home. But the postman stopped at every round he made and slipped letters under the door. They were all offers to share his fame, fortune, and name. They all referred to it being "leap year" and they all wound up with such phrases as: "If I do not hear definitely from you by Tuesday night, I shall take it for granted that my proposition is favorably considered" — or, "If I do not hear from you at once, I shall conclude that you accept the unsolicited love of a modest heart made bold by a desire to confer a benefit," et cetera.

To each of which Jacob penned, in small crabbed chirography, this brief but unequivocal reply: "I cannot marry you. Jacob Elich."

On Tuesday afternoon Minna returned home and was much surprised to find no sign of life about the house. She managed to open one of the cellar windows and made a burglarious entrance into the house. As she approached her uncle's bedroom, she heard him wail out: "Don't come in. I won't marry you. I won't marry any woman. Go away!"

"Uncle Jacob," she called out cheerily, "It's I, Minna — let me in. What's the matter?"

In response to a relieved "Come in" Minna entered. Lying in bed, with wet towels about his head, lay Jacob Elich in a collapsed condition

"Minna, send for the doctor," he said brokenly; "but don't come too near me, don't! don't! don't!" as she approached.

"But, uncle, why not. What is the trouble?"

"I am crazy," moaned Jacob piteously. "I have had terrible hallucinations — I may become violent — I am a madman!"

"Why, Uncle Jacob, how you talk."

"That's just it, you won't believe me when I tell you I've had horrid dreams. Twelve women have asked me to marry them, but I said 'no' to each of them. Yes, Minna, I said 'no' to every damned — excuse me, but I am not responsible, I am a madman. I tell you it is the only solution."

At this moment there was a ring at the front door-bell.

"There, there's another one wants me to marry her. Tell her no — no — no!" And Jacob, with his hands clasped about his head, fell back upon the pillows.

"This isn't a suitor, uncle," said Minna; "it is a lawyer's letter to you."

"Read it!" said Jacob weakly.

Minna broke the seal and opening the document, read:—

MR. JACOB ELICH:

Sir:—

I wish to inform you that twelve ladies of the town of Lykens, Pennsylvania, have placed in my hands suits against you for the payment, either in money or merchandise, of twelve silk gowns, or their equivalent in gold, specie, or bank notes, to be paid in twelve equal parts to the said twelve ladies, whose proposals of marriage you have declined. These claims are based upon a statute of Pennsylvania enacted in 1723. You will find it upon page 432 of Colonial Laws in Pennsylvania.* The statute referred to, reads: — 'If a woman, during what is called *Leap Year*, taketh advantage of her privilege to ask a man to marry her and he refuseth, then shall he be liable to the law, if so be that the woman require, to give her one silk gown or the purchase money wherewith to buy such a gown. And if he refuse to pay it, he is liable to a penalty of One Hundred pounds or to twelve months' imprisonment.' As this singular law has not been repealed it may still be enforced. We are therefore commissioned to advise you that the twelve ladies whom you have refused to marry within the past week have put their claims into our hands for collection. Hoping that you will settle the same claims at once and avoid the very disagreeable publicity a refusal would entail, we are,

Respectfully yours,

L. VAN TASSEL,
C. SHACKFORD,
Counselors at Law.

* This law was never repealed — AUTHOR.

"Damnation," roared Jacob, who was ordinarily a man of sober words. "I have been duped by a pack of brainless women! Give me the letter!" Minna handed it to him.

"I knew it," he said, pointing a gaunt finger at the signatures. "That minx, Katrina van Tassel, is at the bottom of this trick."

"Hark, uncle," she said, "here she is."

"Bring her here," he commanded, "but first bring me my dressing-gown."

Sitting in bed, enveloped in a red dressing-gown and looking like a distracted flamingo, Jacob Elich awaited the advent of Miss van Tassel, who entered, wreathed in smiles.

"Oh, Mr. Elich, are you sick? I am so sorry. I came to bring you a message from my brother."

"I am not well," replied Jacob. "Sit down; what did your brother say?"

"Why, he said that he had spoken to each of your admiring friends" — replied Katrina, "and they have all agreed that they would renounce their claims —"

"God be thanked!" cried Jacob, closing his eyes.

"Wait" said Katrina, "on condition that you would make over to Minna a sum large enough to cover the expense of the twelve silk gowns, as a sort of nest-egg for housekeeping, you know," and Katrina smiled seductively.

Jacob groaned. There was no help.

"'He that hath a head of butter must not come near the oven,'" quoth the sufferer. "Get me my check-book, Minna. Here is the key to the lock cupboard."

"Now, that's a great deal the best way out of a bad bargain" said Katrina. "I am sure Minna will be grateful."

"How much does a silk gown cost?" asked Jacob miserably.

"Why, ten yards at one dollar and a quarter — you can't get good silk any cheaper — will be, twelve dollars and a half — and twelve times twelve dollars and a half is, let's see — one hundred and fifty dollars."

"'When the wolf grows old, the crows ride him,'" said Jacob, bitterly. And with trembling fingers and glassy eyes he wrote out and signed the check.

"Here," he said, "give that to your brother. And, — you are a woman, but you have a clever brain, notwithstanding; if you will keep the other women quiet, I'll put in an extra hundred for Minna."

"Why, certainly, Mr. Elich, I think I can manage that."

Jacob took out from between the two feather beds a pouch, from which he counted out twenty five-dollar gold pieces into his amazed little Minna's hands.

"Say nothing to Claus," he said in a tone of entreaty. "'It's bad marketing with empty pockets,' I wish you good luck. Now leave me. I would be alone."

The girls stepped out together, leaving the miserable Jacob alone with his thoughts. At the door stood Charlie Shackford and Claus Hosenklaver.

"How did it work?" the counselor asked breathlessly.

"Like a charm," said Miss van Tassel.

"Come," said Claus to Minna, "the minister must be waiting for us."

"Look, what he gave me," whispered Minna. "And here is the check for one hundred and fifty dollars," cried Katrina, handing it over to the young lawyer. "Just think what a lucky thing that I found that unrepealed law!"

"Very lucky," murmured Charlie, as he took both the check and the hand that held it in his own.

"I suppose you think you deserve some of the credit?" said Katrina. "I shall have to save up for a month to settle your bill, I dare say."

"What is won by law may be kept by love."

Katrina's blue eyes were lifted to the young lawyer's for a moment as she said, shyly:

"Is that another unrepealed law?"

There wasn't anybody in sight except a baby in a go-cart, and Charles's answer was a kiss.

The Dead Line.*

BY WARD WILSON.

O one at Water Tank understood the strange chumship of the Sinner and Bill Tench. Not that the subject was ever much discussed, for no place was less inquisitive than Water Tank. It realized very satisfactorily the much maligned sentence, all men are created free and equal. They were at Water Tank. Every man was what he said he was. If he kept up to the current standard of conduct, or, as they called it at Water Tank, "kept within the dead line," he could stay.

Bill Tench had somehow been able to keep inside the line for nearly two years. He was drunk a good share of the time and surly all the time, but neither of these things was, in Water Tank's estimation, cause enough to ask him to move on. So he stayed, working little, drinking much.

Four times in the months Tench had been there, there had come to him a letter with a Mexican stamp. Always after this event Tench was his worst. As credit was limited, Water Tank concluded that the letters explained how Tench got a maximum of drink for a minimum of work.

Yet, though he had kept inside the "dead line," not one of those who had stepped over it had been so much disliked. It was instinctive, this distrust. Each man felt it and felt, too, that he was not alone. There was something about the fellow, hidden part of the time, but at others standing out shamelessly, a brutishness, a capacity for evil.

These thoughts, and all others, for that matter, were swept away by a fresh interest when the Sinner came.

Water Tank was worn out. Everyone was a little too much

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like everyone else, which made the Sinner when he came as welcome as a water hole on the desert to the tired and parched cattlemen. The Sinner's ingenuousness, his enthusiasm, his youth, all were wonderful to them, and they were frank in their admiration. Out of their affection they dubbed him "the Sinner," because, as they explained, he so transparently wasn't.

Quickly on top of the admiration came a new amazement. The Sinner had picked out Bill Tench as his chum!

Water Tank looked incredulous.

Dick Sands, the discoverer, swore it was so, swore with an insistency and fervor that convinced the most skeptical.

"I dunno but p'raps we didn't name the boy so far wrong after all," said "Doc" Boulder meditatively, after a pause.

But they had named him wrong, for, though the chumship indubitably existed, the Sinner remained, after six months of it, quite the same as when he first rode into camp. He seemed as immune to Tench's grossness as, in another way, he was to the sun which dried the spirit and hope of the other men.

How it was the Sinner had ever come to choose Tench for a friend was a riddle much puzzled over but never solved. Water Tank ethics were simple. A man lived his life as he saw fit — always, of course, provided he kept within the "dead line." The Sinner and Tench were left alone, while Water Tank looked on and wondered how it would all turn out.

Six months added to themselves six more. Nothing happened except that the general luck grew, if anything, a little worse. Nobody but the Sinner minded much, for prosperity and Water Tank never had had more than a nodding acquaintanceship.

But the Sinner fretted. To work twelve months and find at the end of them he was $50 poorer than when he began hadn't been at all as he'd planned it. So no one was surprised when he said he was going to pull up his stakes and cross the line into Mexico, whence came alluring stories of strikes in the Silverica mines.

Before he left, the Sinner gave Water Tank another sensation. He made a will. Not that he had anything, the Sinner was careful to explain, but his few little odds and ends he'd like to go as he wanted and if it were done on paper it might help some.

All he had or might have the Sinner left to Tench, to whose keeping the will itself was intrusted.

A day or so later the Sinner rode over the border. He was good-naturedly laughed about for a while, he and his will, and Dick Sands went so far as to predict that when the Sinner came back he'd probably introduce finger bowls.

If the will at its making had been regarded as wholly the product of eccentricity, it was to gain seriousness of attention soon enough. What brought it about were the reports, vague at first, but increasing in definiteness, that the Silverica mines had proved for the Sinner to be the big thing. He had made a wonderful go of it and was pressing his luck for all it would bear.

The reports were true. The Sinner was pressing his luck, pressing it with a nervousness and an energy far in excess of what even his young strength could stand.

The motive of it, though, was not to make the Silverica mine yield up to him its last ounce of treasure. The thing he strove for was to forget the hopelessness of his fortunes in a quite different direction. That he did not forget and could not he came at last to see. The other one had seen it from the first, and had stood by, torn with impotent sympathy.

These two knew; these two alone. For all the rest the Sinner's shield had only its bright side.

Finally, wearied with his futile struggle, the Sinner turned back toward Water Tank as to a possible haven.

Water Tank welcomed him as a "favorite son" who had prospered. He was rich? He supposed so. As rich as they had said? Richer. Then why, asked Water Tank, which held no illusions regarding itself, had he come back? To which the Sinner returned nothing coherent.

He was changed. They all saw that. The mines or something else had done what the desert sun had failed to do. The old fire was gone, the old spirit broken. In its place there was the sense of a new strength, the sort that fights temptation. This, despite all, had not given way, and it gave to him a fineness that his careless days had but suggested.

The weeks went by and from exclaiming over the Sinner's wealth Water Tank turned to anxiety about the Sinner himself.

He grew more listless. Attempts to goad him into his old time lightness fell flat. Life had lost its tang and the Sinner cared so little he did not even try to get the taste back.

"If that's the price of Mexican luck, I reckon Water Tank will about do for me," commented Dick Sands.

The day came when the Sinner did not leave his bunk. "Doc" Boulder shook his head. "The boy is almighty sick, sure enough," he said. "But that ain't the worst, he don't seem to care, and *that's* damn bad."

Sickness increased the strength of its hold upon the Sinner. When the symptoms showed unmistakably worse he asked to see Bill Tench alone.

The doctor demurred, argued a little, gave way.

Tench entered and closed the cabin door behind him. He was pale and obviously ill at ease. He began to mumble his sympathy.

The Sinner cut him short impatiently. "I'm obliged, but that ain't what I got you here for. I've got something to say."

Tench nodded.

"I'm not exactly fond of talking about myself," the Sinner went on deprecatingly, "but I've got to, for there's things to be done by somebody and it don't just look as though that somebody would be me. That means it's you."

The other man was silent.

The Sinner continued slowly and a little awkwardly, "It's special hard to talk about, because, you see, it concerns—a woman." A softness and reverence came into the Sinner's voice. "A woman," he repeated, "*the* woman—Mary Harbin."

A quick pallor spread over Tench's face. His eyes pierced the Sinner.

The man on the bunk saw the change and interpreted it after his own fashion. "Oh, don't worry," he hurried on, "I shan't be too bad!"

Then, confident he had reassured his friend, he proceeded to his story:

"After all, it's soon told. I met her there at the Silverica mines, doing the only thing a decent woman can do at the mines, running a boarding house. It was hard, smashing work and she wasn't the build for it, though if your eyes didn't tell you you'd never

have known. Not a whimper, no matter how bad the things ran against her. Pluck, — she was made of it. She was young, too, pitiful young, and she'd have been more than usual good to look at, if she'd had a chance.

"I dunno as I'd pick out a boarding house as a training school for courage, but I reckon that little woman could teach most anyone considerable more about it than he'd find it comfortable to practice.

"What came of it couldn't help coming. I loved her, as a man ought to, with head as well as heart, the kind of love that lasts to the end, the kind that's worthy of her."

The Sinner lay back for a moment. Some of the old fire had come to his eyes again, but it was gone now. His voice became hushed as when one speaks of the dead. "She saw what was coming and tried to stop me. Looking back I can see how in a dozen ways she struggled to keep me from saying the word. But I didn't see then and it wouldn't have made much difference if I had, most likely.

"So I spoke — and I learned. She was married already."

Tench was white, silent, immovable, except for the fingers of his right hand, which twitched nervously at his belt.

The Sinner took up his story. "What he had made life for her I came pretty near guessing, not from what she said so much as from what she didn't.

"This thing she called a husband left her in the lurch three years ago without two bits to call her own. Then, when she got a little on her feet again he found it out and wrote her for money." The Sinner's voice was tense. "That stopped a year ago, and where he is, or whether he's living or dead, she don't know. Neither do I, worse luck."

The sick man sank back exhausted. Tench breathed deep and seemed suddenly to gain control of his twitching fingers.

With an effort the Sinner raised himself. "Bad as the cur had treated her, knowing there wasn't any hope ahead, she wouldn't divorce him. Not that she cared for him; he'd knocked that out of her. But the way she'd mapped seemed the only right way to her; her church said so, too, and she'd have had to throw that over to marry me and I was a good ways from feeling I was

enough to take its place. That's why I didn't urge her any more.

"I fought night and day to forget the pain of it. At last, worn out, hopeless, I gave it up. The night before I came away I wandered out to a little half-sheltered place near the mine. I wanted to be alone, that last time. And then she came to me.

"The odd thing was it didn't seem strange, but just what was bound to be. Her face was pale, but it was her eyes held me. They were full of sadness, but of something else, too, something sweet and lovely that I'd only got a glimpse of times past. It struck me as if she was going to let all there was, that she'd never said, speak just once, through her eyes.

"She came up to me as I stood there in the moonlight and laid her hands soft like on my shoulders. 'You are going away never to come back,' she said. 'I know, and I know why. You have been brave and kind and good. I can't make it up to you, but perhaps it will help you some to know' — her voice dropped very low — 'how much I love you.' With that she was gone — and I never saw her again."

The sick man had forgotten Tench, the crude cabin, all about him. When the vividness of what he saw faded somewhat he smiled wanly. "So much for stories. Now to business. I know my shape; sometimes doctors say most when they don't say anything. It's because I know it I asked for you. It's about that will I gave you. I want you to tear it up."

Tench started. "Tear it up?"

"Yes, for I've made another. I haven't forgotten you, of course, but the most I've left to her. It will make life easier for her, thank God."

The Sinner rose upright and pointed his finger at a tall chest in the corner. "You see those drawers. The new will is in the top one where I can keep my eye on it always. I feel safer, some way. When the time comes, you'll look after it, won't you?"

"I'll look after it," Tench assured. He went over to the chest and pulled tentatively at the top drawer. It slid open easily. He closed it. "In this one, you say? You don't lock it!" he added apprehensively.

"My eyes are the best guard," answered the Sinner. "And then you are the only one besides myself who knows about it."

"Just as well," said Tench. He mumbled a second caution, shook the sick man's hand, and left the cabin.

After that day Tench was a changed man. The solicitude he showed for the Sinner was extraordinary compared with his former acquiescence with the conditions. The doctor had insisted that always there should be two men with the Sinner. Tench in his new zeal was sure he could do everything alone. He won several to his side, but "Doc" Boulder was firm; two must watch.

The morning after his talk with Tench the Sinner was noticeably weaker. He called in Tench, Dick Sands and the doctor, to whom he made the request that when the end came he should lie with his face toward the old chest in the corner.

In the afternoon the Sinner relapsed into a stupor from which the doctor failed to rouse him. For nine days this lasted. In the weakened frame life grew less and less perceptible until, on the tenth day, as the doctor came slowly from the cabin, his silent nod told those waiting it was over.

Tench and the parson arranged for the funeral. The parson had read people as well as books, which perhaps accounted for the regard Water Tank had for him. No one certainly could have been considered a fitter man to speak at the Sinner's funeral.

The small cabin was crowded. Tench, his face haggard, sat on a stool well to the front. The coffin lay as the Sinner had asked, the face of the dead man turned toward the chest of drawers.

It was the simplest service. The parson prayed a little. Those who could, sang. If the words were not distinguishable the feeling was there, and nobody minded the rest. Then the minister began to talk of the Sinner, using plain, homely words to tell of the sweetness and strength and goodness of the man just dead.

Tench listened for a while, then, with a gulp, rose from his stool and pushed his way to a less conspicuous place over in the corner. No one heeded him.

The minister went on. Tench edged close to the chest. Stealthily he drew a long envelope from his pocket. He tried the top drawer; it slid open noiselessly. Tench dropped the envelope inside and drew forth another, similar to the first, but fresher. This he thrust deep within his coat and slid the drawer into place again.

He shot a quick, anxious look about. Water Tank was intent upon the minister's words. The parson, absorbed, had no thought for the huddled figure in the corner. No one had seen him. He was safe. Tench breathed full. Anxiety faded from his face, and over it crept an ugly triumph. He turned upon the still figure in the coffin. "The little fool," he muttered.

But he got no further and his face of a sudden became ghastlier than that at which he looked. With a low cry he staggered through the door and fell fainting on the other side.

The Sinner had opened his eyes and given him back look for look!

The animal in Water Tank was always dangerously near the surface, so that what happened in the next two hours was, considering the place and the conditions, practically inevitable.

When, in due time, they cut Tench's body down they found the new will and two much worn, Mexican-stamped, letters.

The Sinner knew nothing of these things for many weeks. It was a fortnight before he was allowed to talk of his experience. The specialist who came out to investigate the case said it was the most remarkable example of a deep cataleptic trance he had ever personally encountered. It was not strange the man had been pronounced dead, since the two conditions so closely resemble each other that the ordinary tests of death may be applied to a cataleptic victim with the result, often, that life will be found apparently extinct.

The Sinner, telling about it, said there had not been a moment through the whole ordeal when he had not been fully conscious of what was going on around him. He heard himself pronounced dead, understood the arrangements being made for his funeral, and yet was incapable of moving a muscle or indicating in any way whatever that life was yet in him.

"The part of it I can't for the life of me understand," he said in a perplexed way, "is that 'though I knew everything you folks were doing I didn't care a bit. Now, I can't even think of it without feeling queer, but then it seemed the unimportantest thing in the world. But when it came to me that the only thing I cared for was going to smash through the meanness of the man I'd trusted most, something seemed let loose inside me. For a

second it was hell — then my eyes opened." The sweat stood out on the Sinner's brow.

"It appears to me," broke in Dick Sands, "that a few minutes' table stakes would make the air of this cabin some breathier." And it did.

When they told him of Tench's fate the Sinner took the news gravely, but made no comment. They showed him the recovered will and the worn letters.

"Seems he had no more right to the name of Tench than you have," said "Doc" Boulder.

The Sinner opened the envelope uncuriously. After all, what mattered the rest about this man. He knew far too much already.

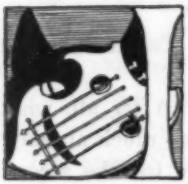
The next instant the Sinner grasped excitedly for the second letter. "My God, it can't be, it can't be," he said over and over again to himself.

The letters contained merely the statement that money was enclosed. They were both signed, "Your wife, Mary Harbin."

Two days later, accompanied by "Doc" Boulder and Dick Sands to see that he made the journey safely, the Sinner started a second time for the Silverica mines.

Easy Money.*

BY BORDEN H. MILLS.



"IT isn't really a trick at all," said the dentist to his patient, the drummer, "though I don't understand it myself, to tell the truth. It's a marvellous faculty possessed by a friend of mine for knowing what's going on in a place, though he may not be personally present, or have any means of communication. You can lay out here on the table an entire pack of cards, face up, and touch any one of the fifty-two. Then step to the telephone and call up my friend, and he'll tell you what card you have touched."

"Impossible," said the patient. "I'd bet almost anything that it can't be done. It might be worked if you did the telephoning, and had some combination of words, or code of signals to use in talking to your friend, from which he could tell what card had been picked out. But if I do the telephoning, — why, I'd wager a ten-spot he couldn't tell the card."

"Done," said the dentist.

He produced a pack of cards and handed them to the drummer, who shuffled them thoroughly, and laid them out, face up, in four rows of thirteen cards each. At the dentist's request the drummer touched one, that chanced to be the ten-spot of diamonds.

"Now," said the dentist, "step to the 'phone, call 309 Cortlandt, ask for my friend, tell him that you're at my office and have touched a card, and ask him what card you touched."

The drummer did as directed, and after a moment's pause, the words came over the wire, — "That was the ten of diamonds you picked out."

The money was the dentist's.

The loser pressed him for an explanation of the trick, for trick

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he believed it to be, but the dentist insisted that he was as much in the dark as the drummer, who thereupon left the office.

"There's a catch somewhere," said he to his friend, the credit man, to whom he related his experience, "and I'd give another ten dollar bill to know just where."

"Well," said the credit man, "I'm not averse to making a tenner or two myself, and being forewarned, I think I can detect his little game, — for it must be a game, as you say. Suppose I drop around to see your dentist friend this afternoon? I have a little filling that might just as well be done now as any other time. He'll likely get talking cards with me, — I'll steer him on to it if he doesn't. I'll make a little wager with him myself, and watch him closely, and perhaps I'll see the game before it is really worked, and be able to catch him in the act. You said it was worth ten to you to know how it was done. If I meet you here at six and tell you how, is that tenner mine?"

"It is," exclaimed the drummer, "provided, of course, you do not get the secret by persuading the doctor to tell you, — and as for that, I'll trust to your honor."

"Done," was the reply, and they went their several ways.

Six o'clock came, and they met in the dining-room.

"Well," began the credit man, "you're stung, — and so am I. I went through practically the same experience that you did, — picked out the ace of spades, and the dentist's friend promptly told me what card I had touched. I watched the man carefully during the whole proceedings. While I was getting 309 Cortlandt he paid no attention to me at all, but continued to read in a book he had picked up but a moment before I selected the card."

"It's certainly a most mysterious affair all the way through," was the drummer's reply, "and I'd give anything to know just how it was worked."

The two did not meet again for nearly a year, when they ran across one another on lower Fifth Avenue one day, and stopped to chat, and the credit man remarked:

"By the way, do you remember how we two got fooled on that card game of your dentist's last year? That Ransome, who worked with him, must be a pretty slick one. I'd like to look the doctor up and ask him to introduce me to the fellow."

"Ransome?" exclaimed the other, "I don't remember that the name was Ransome. My memory isn't very good as to that part of the occurrence, but it strikes me it was more like Ramsay."

"No, I'm pretty sure it was Ransome," was the reply, "but of course I may be mistaken. Ramsay or Ransome, however, he was a pretty clever fellow, and we were neatly done, both of us. Lunch with me on the strength of it."

Accordingly they adjourned to a near-by café, and were selecting from the dinner card when the telephone bell on the bar behind them rang. "Yes. This is 309 Cortlandt," they heard the bartender say.

They pricked up their ears on the instant. That was the very number the dentist had used in his card game.

The bartender waited a minute. "Yes, this is Mr. Roberts talking to you now," he said.

Then came another pause, and then, "That card you touched was the king of clubs. Yes, the king. Good-bye," and he hung up the receiver.

"Excuse me," said the drummer, as the man turned from the 'phone, "But that's a queer conversation to have over a telephone. Here's the price of a good dinner for you, if you will tell us the game."

The bartender hesitated a moment, and then, accepting the proffered bill, replied:

"It's the greatest ever. I've a friend round in Twenty-third Street who's a dentist. He gets a customer talking about tricks with cards, and tells him he has a friend who can tell what card is touched in a pack laid out face up, without being present at all, just by being called up on the 'phone and told that a card has been picked out. The customer gets excited about it, and nine times out of ten offers to bet it can't be done. If he doesn't make the offer himself, my friend does, and it's mighty seldom that he isn't taken up. The guy lays out the paste-boards, touches one, and then calls me up, and I tell him what card's been touched,—every time. We knock out a hundred or more some weeks, for the doc has a big practice,—mostly among sporting men and other gents that think they know a good thing when they see it. I tell you, it's the greatest thing ever. 'Easy money' is no name for it."

"But," said the credit man, "I don't see it yet. How can you tell from here what card's been touched?"

"Easy," was the reply, "I have a little book here, — you can see it hanging by the 'phone, and if you'd been watching me, you would have noticed that I looked in it before telling him what the card was. The doctor has the same thing pasted in the middle of his engagement book. It's a list of the fifty-two cards in the pack, and opposite the name of each card is the name of some person, — the same names in his list as in mine, in the same order.

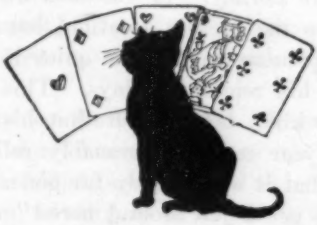
"Suppose the guy touches the Queen of Hearts. Doc looks in the book, — that's easy, because he has opened it a moment before, — maybe to put down another engagement for the patient, for all he knows. Opposite the words 'Queen of Hearts' is written the name 'Jackson.' Doc says, "Call up 309 Cortlandt, and ask for Mr. Jackson." The fellow does so. I answer the 'phone, look for Jackson in my list, — there's the Queen of Hearts opposite. "You touched the Queen of Hearts," says I, — and the money's ours.

"Cinch? Well, I should rather say. It's almost a shame to take the money."

"It is, indeed," said credit, looking sadly at drummer.

"Shame isn't the word," said drummer to credit.

"Have one on the House, gents?" said the bartender.



The Truthful Hobo at White Ridge.*

BY JOEL SMITH.

HEAVY, dark night, gathering darker with every downpour of rain, hung over White Ridge. Harvesting around the little country village had been belated by bad weather, and hands were scarce; so there were two good reasons why Job Thorne did not turn the lusty-looking but thoroughly drenched stranger from his door.

"Come in, come in; never mind, the wet won't hurt the floor. Shake your hat and your coat and hang them up on those hooks by the stove. Had any supper?"

The stranger owned frankly that he had not had supper, and was very hungry, whereupon good Mrs. Thorne bustled about, and soon had a tempting meal set before him. He sat up without the formality of an offered blessing, as no inhabitant of that burg would fail to note, and began in a striking manner to prove the truth of his statement.

This aged couple, like all the people of White Ridge, were religious. They lived alone, having lost their only child many years before in a sad accident—the burning of the school building where they lived at Forney. It was soon after that occurrence that they moved to the present location, but Thorne had often confessed to disappointment with the quiet Eden here sought in which to live out his remaining days. This good man seldom openly judged his kind, but he felt that his neighborhood was growing year by year more disagreeably religious, and in his heart he realized that it was already far gone.

"Any chance to get a job around here?" asked the stranger, pushing his chair back from the table with a very satisfied air for a man wet to the skin.

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"Yes," answered Thorne, "you can get all the jobs here you want. But before we talk that over, I'll get you some dry clothes."

"Oh, never trouble yourself," said the man, "I'll soon get dry here by the stove. I don't mind the wet a bit, and when I say anything I mean it. Maybe you never heard about me — I'm the fellow they call Truthful Henry."

Thorne gazed in wonder at his guest. From the first the fellow had seemed to have an odd, straightout way, and now the assertion regarding his moral quality changed the common tramp at once into a man worth watching. Was he a thief or a robber, seeking to work on the well-known good instincts of the White Ridge people? Or was he simply a harmless hypocrite, seeking congenial company?"

"May I ask what's your full name, friend?" said Thorne.

"Truthful Henry is the name I go by. It generally distinguishes me from any other Henry that's around, and that's enough. Names, you know, are just to mark one person from another. If there were only one man, he wouldn't need any name at all but just, man."

"Correct enough," admitted Thorne, getting puzzled more and more in the kind of man he had to deal with.

"Is there any church here?" asked the stranger. "I always like to go to church."

"Yes; we just got home from church before the storm set in. Having no pastor now, we members get together and hold a sort of service Sunday evenings. There's two churches here — the Methodists, and the Christians."

"Which is the biggest?"

"The Methodist; that is, there's the most Methodist people here."

"But the Christians are the best people, of course?"

"Well, stranger, I don't know. You see it's just a name for their church. The Methodists are supposed to be Christians, too."

"Oh," said the man, seeming to be struck by the pleasant situation, "then they're all Christians."

Here Thorne, straightforward soul though he was, began to grope around in such a way that his good wife came to the rescue.

"Why, father," she said, "everybody knows it's a quiet, reli-

gious place. Invite the gentleman, if he's going to work here, to come in with us. Surely, we shall get a pastor before long?"

"What's the reason you haven't a pastor now?" inquired the stranger.

"It's a hard job to keep one here, mister," said Mrs. Thorne, being compelled to again answer for her husband. "Our church here has had hard luck, or maybe, as Mr. Thorne says, the preachers have. It was found that one didn't preach what he believed in, and the last one savored of the world too much to suit most. It was found that he smoked tobacco on the sly, and voted the Democratic ticket, and—"

"Hush, now, mother," warned Mr. Thorne, "you'll get started and say too much. It's enough, stranger, to say that charges were made against the last man, and he had to go."

"I see it all, I see it all; there is no need to explain further. That old jewel of truth this people have long sought in their teachers, and alas, where is it to be found? Yes, I see it all; and now, my kind friend, if you will show me any place to sleep, even by the warm stove here, if there is wood to last, I shall be content. Tomorrow I will see what the prospect is for work hereabout."

Taking Truthful Henry at his word, without delay, Thorne showed him to a good, comfortable bed. Mrs. Thorne's admonition that her husband supply the stranger with a dry night-gown to sleep in only aroused the response: "Tell the good woman what I want, I'll ask for," and soon all were slumbering soundly beneath the rain that now pelted steadily on the roof. Job Thorne had come to the conclusion that his visitor was nothing worse than a harmless crank; and so, peaceful in mind and upright in heart, he slept as soundly as the truthful guest that stormy night through.

With the morning's dawn, the clouds broke away; and after partaking of a hearty breakfast, the stranger thanked host and hostess most feelingly, and took his way toward Deacon Melvin's, where he had been directed to apply for work. Thorne had no work to offer, as his main source of income was a snug sum he had banked in days agone, but Melvin was ready and quick to avail himself of the lusty looking tramp's help.

"Most of you fellows come on a Saturday night, and get through work in time to leave Monday morning, but since you come in the beginning of the week, it's a good mark, and I'll try you. What might your name be, sir?"

"Truthful Henry, sir," was the respectful answer.

"That's a nickname; what is your right name?" persisted the deacon, book in hand, ready to set down the name when he got it.

"Why, I think that's a very right name, Mr. Melvin. It generally distinguishes me from any other Henry that's around, and I don't need anything more."

"Well, I'll write it down that way, then, and I hope that as long as you work for me you'll live strictly up to your name. I've got a son named Henry that's quite a promising lad, and if your name will distinguish you from him, it's all I'll ask."

Thus came the truthful hobo into the employ of Deacon Melvin, who was accounted one of the most important men, both financially and religiously, in White Ridge. It being too wet to go into the harvest field that day, the two Henrys were set to sort out a wagon-load of old corn in the ear, which was to be sent to the town market, about three miles distant. While the corn was being sorted the deacon came around, and said:

"It's a trifle musty, and my horses are so used to having the best that they're dainty on it. But any hog will eat it, and most horses. I've promised the livery stable man a load, and you might as well take it there, Hank."

When Melvin's Hank got ready to go he was given Henry the tramp for a companion, so the corn could be disposed of quickly. They were admonished to get back home as soon as possible, for everything must be put in readiness for a start at the grain in the morning.

The corn looked well as they started away, for the few bushels of fine yellow ears, among the forty bushels that the load contained, had somehow found the top. The good Melvin could hardly have told when or how he got used to doing things that way. Perhaps nothing was further from his mind than the idea of doing wrong in thus trying to keep up with enterprising neighbors.

Not the most patient man in the world was the deacon, so when

he waited till after four o'clock for the two Henrys to return, it was no wonder that he should grow uneasy. What if that fair-spoken tramp were a bad man, and had done away with young Hank, sold the load of corn, and run away with the horses? But, what was the use of being a believer, if one could not trust Providence to look after its own? This thought came to him, and he went in to comfort his anxious wife. He insisted that they both trust for the best, and she must go about getting the supper as usual, for it must be ready when the dilatory marketers should come. Faith had its reward. Soon a wagon drove into the barnyard in the dusk of twilight, and young Hank was heard clattering through the gate toward the house. But heavenly goodness! the boy was crying.

"Hank, Hank! what is it? What did he do to you?" inquired the father.

"He didn't do anything, but keep me from sellin' the corn," bawled the promising son, in a pitiful way. "He told Jenks at the livery stable that you said yourself it was musty, and Jenks wouldn't buy it."

"Good Lord!" ejaculated Melvin, and nearly fell on the plank walk. "Told him I said it was musty? Oh, heavens!"

"Yes, but that ain't all," sobbed the boy, "I then went to sell it to Jarley, for his hogs, and the man said you thought that hogs would eat the corn all right, if horses wouldn't. Jarley wanted to know what was wrong with the corn, and the man told him right out that it was musty, and that you had slung a few bushels of good corn on top. Then Jarley called you a hypocritical old — Oh, father, it's too bad a name to tell!"

Now the mother came up, wringing her hands, and inquiring: "Oh, oh, what's the matter?"

"Enough's the matter, mother, and it's that man father hired that did it. I went to four places to sell the corn, and he'd just sit on the load and always tell 'em it was musty, and I had to bring it back. That's what took so long."

The mother wept with the boy, and the father's groans were pitiful to hear; but he at last gathered his manhood, and started out to interview the hired man, who had just finished feeding the horses and was pulling off the harness.

"So you brought the corn back, I see."

"Yes, they all say they don't want musty feed for stock any more than you do yourself."

"But, heaven save us, man, I didn't tell you to tell them the corn was musty!"

"Mr. Melvin," said the hired man, quietly, "my name is Truthful Henry, and you said yourself that if the name distinguished me from your Henry, you would be satisfied. I didn't speak in any case till it was clear that your son wasn't going to. Besides, you said that I couldn't stick to the truth too closely to suit you. Anyhow, sir, I wouldn't give a cent for a man who had to be told to tell the truth. My name is Truthful—"

"Never mind that harness!" roared the angry Melvin. "Here's a dollar and a half for your day's work, and you can go to the house and get your little bundle. You can go to the devil if you like, who is a wicked meddler like yourself. Get you gone, the quicker the better to suit me!"

That finished the scene, for the man said not another word, but took the proffered silver with a graceful bow, and started for the house. Soon Truthful Henry's figure vanished in the darkness on the road toward Thorne's. The Melvin family gathered in the kitchen to talk over the horrible blunders that must go far toward blasting a fair business reputation, and to quiet down as best they could.

The next morning found the tramp seeking work over at Harburn's, and as the harvest was pressing, no denial could be given so promising an applicant. He went out into the field, and at noontime Harburn came in enthusiastic over his new hand. The fellow was no common tramp, that was certain.

"I shouldn't think he was," said Mrs. Harburn, "for he told me this morning that his name was Truthful Henry, and that he meant everything he said. You don't find many like that, tramp or no tramp."

Everything went on nicely at Harburn's till just before bedtime, then—it having been ascertained beyond a doubt that the hired man was trying to live a right life—Henry was invited to join in family prayers. When it came his turn, the man began thus:

"O Lord, would it not be a great shame to be called truthful before men, and to shrink the truth before Thee? Bless, O Lord, this good couple, for I believe their hearts are right, but do reform their children before the little ones get further set in their bad ways. By what I have seen today of one boy, I take him to be the making of a bad man, a useless one, at least, if he is not soon curbed. All I can say to them will do little good, but I wish the family well, and so am glad of the opportunity to lay their needs before Thee. I trust them with Thee, for these two good people can never be made fit to rear children by any other wisdom than the heavenly. I like Mr. Harburn and wife too well to leave them without a commendation to the only true wisdom, the great source of power, and the fountain of truth — to thee, O gracious Lord! Amen."

When morning came, it did not seem the same house. Everybody ate breakfast in silence except Johnny, and he only called his sister a few hard names and threw a pickle at her head to emphasize his words. Father looked so troubled and mother looked so cross that Johnny failed to raise a racket at the table proportionate to his strength of will, for probably the first time in his young life.

After breakfast, when they had gone outside, Harburn said to the hired man:

"Henry, I am a little sorry to part with you, but cannot help it. My wife says that either you'll have to leave, or else she will, so I see no way out but to let you go. Here is your pay for yesterday's work. I think, Henry, you can get a job over at Munstall's."

"Is he a churchman, Mr. Harburn?"

"Oh yes, stiff and strong. He is the man who brought charges against the Methodist preacher. You'd suit him all right I think."

It was yet time to do a day's work, and again the little red bundle was strung on the end of a stick and slung over the truthful and industrious Henry's shoulder. Harburn noticed that the stick had been carefully set up against the house the day before, from which he figured that his late assistant had not been greatly disappointed — at least, that the sudden loss of a job was not a surprise. Harburn really liked the tramp, for all his outspoken

way of praying, but felt then he could not take the risk of retaining him.

Munstall snapped at the chance to get such a likely looking harvester, and Henry went straight to work without giving his strange name or doing much talking. Munstall was a rather austere man, who believed first and foremost in keeping things going. The new man seemed to be a hustler, and that at once set him up in favor. At noontime, during the hour's rest, the employer found time to grow familiar, and said:

"How is it, friend, that you are so good a man at work, and still go tramping about the country? I should expect a man like you to be rich in worldly goods."

"Mr. Munstall, my name, for one thing, is against me; I am called Truthful Henry."

"Why, that name shouldn't be against any man."

"No, it shouldn't be, but it is. The trouble is, having the name, one must live up to it. To do that keeps a man moving. I struck here three days ago, and I'm now on my third job."

"Well, your name will never hurt you with me, friend," asserted Munstall, emphatically.

"Perhaps not," said Henry, "but your ways may not suit me; in fact, from what I have already seen, it is impressed on me that I shall soon have to move again. You were driving a horse in the field this morning that no humane man should try to work, not to mention a professing Christian, as I understand you are. A man who objected to his minister's smoking tobacco, as I understand you did, would do well to observe the common feelings of humanity toward poor dumb brutes. I could hardly eat my dinner thinking of that horse being doomed under so cruel a master to drag a leg as large as his body after him till he falls down in utter exhaustion. I would rather be a truthful, feeling hobo as I am, than — "

"My dear Henry, you do not know the circumstances — you are not just with me. You have not been truly informed for what reasons I objected to the minister."

"Perhaps you are right in that, Mr. Munstall. But I can clearly see for what reasons you work your pitiful wreck of a horse. In this you are certainly moved by covetousness and greed,

sins that Christ puts along with the worst crimes of fallen humanity. Sir, I do not see how a man like you, making a high Christian profession — "

"Never mind, Mr. Truthful Henry," interrupted the employer, grown very red in the face, and the sweat standing out in big drops on his forehead, "we won't argue such deep questions further. It's time that we got out to work."

That afternoon the Harburn atmosphere seemed to have settled over Munstall's. However, the well-meaning messenger of truth who was raking up the quiet, self-sufficient little community, had the satisfaction of knowing that his efforts were taking some effect. The crippled horse stayed in the stable all that afternoon. It seemed that for very shame Munstall was like to weather the storm, but when Henry went out to feed the pigs that night, and came back telling about the shameful condition of their pen, considering what one should expect of the owner, even the steady-going farmer went adrift — or more properly, perhaps, the truthful hobo did.

Again the old refuge at Thorne's was sought; and now Henry lost a whole day, while the air began to grow heavy with all sorts of stories of the strange man who was going about the place. The evening of that idle day came the regular prayer meeting service, and old Mr. and Mrs. Thorne, accompanied by Henry, wended their way to the church. Melvin, Harburn, and Munstall were there, but Harburn's was the only face among the trio that bore a pleasant look. He had evidently heard of the troubles of the others, and his own experience seemed nothing in comparison.

Munstall, as usual, led with a long prayer, praising God for His goodness; then a half dozen others prayed, showing a tendency to follow the leader's high theme. After this came singing. At last a deep and solemn voice arose from a back seat, and all knelt quickly to get as far down out of observation as possible.

"O Lord, we tell Thee of thy goodness, while forgetting our own evil ways. Alas, I am a bad man compared to what I ought to be, but if I have courage to tell the truth, what of those who cannot even hear it?

"Father, no need to say that many of these people are hypocrites, for Thou knowest it, and they themselves know it well.

The only question is: how may they be bettered? At the rate I am going, I shall soon run out of work in this place. I cannot meet people in the road, take them by the neck, and tell them how mean they act, and how insincere they are. They might then have me arrested for a prowling hobo. One must have some chance. O Father, make them hire me! I can thus the better watch their ways and tell them the soul-restoring truths that are so far lost as to be a new gospel to many. I thank Thee that I can love men in spite of their false, hollow lives. This people sorely need the truth, and I am longing in my soul for a chance to give it to them — longing to be hired by someone here this night.

"O great Lord, do not be angry with me because I keep back, being weak, many things I ought to say. Give me strong words, even the words that Thou didst use to the buyers and sellers in the temple, and to the Pharisees and Sadducees. Let not such a brood as infested Jerusalem of old be trained up at White Ridge, a lovely gem of nature from Thy hand, O Lord God!"

A few plaintive attempts at prayer came from the half-hidden people, some of whom seemed to have crawled under the seats. It was very much like the faint and fearful peeping of hidden chickens when a hawk is known to be near. All finally joined in the most solemn singing of the doxology that had ever been known at a meeting there.

After the meeting, to the crushing astonishment of Melvin and Munstall, and the wide-eyed wonder of all, Harburn came up and requested the dreaded stranger to come and work for him in the morning. There was fearful looking in one another's faces, and a hurried shuffling out. Was there ever such a wonderful answer to prayer known, or was there ever such a foolish man as Harburn? These two questions divided that bewildered throng as it marched homeward with little in mind but the now famous tramp and his strange doings.

No sensation like this had ever come to the village. Busy tongues set White Ridge in a ferment during the two remaining days of the week that were quietly worked out by the stranger at Harburn's. The startling report got around that Mrs. Harburn had promptly picked up and left her husband, rather than put up with the man who had insulted her in such an uncalled

for way before her family. Everything that Truthful Henry had said or done seemed to be rapidly going the rounds, with some things that he had not said or done. It proved to be a false report about his parting husband and wife, but some other wild rumor immediately came to fill the vacancy. In the midst of it all came a happy gleam of certainty on another subject of interest — happy because it served to greatly cool the heated public mind. A message came from the presiding elder.

DEACONS MELVIN AND MUNSTALL,
White Ridge M. E. Church.

Dear Brethren, —

It is with pleasure I announce that you will have a temporary supply sent to you next Sabbath, and if you like the man, he will probably consent to stay. Your church has proved one of the hardest to suit in the district, but I have chosen this man with your late troubles in view. It is my sincere hope that he will not prove another disappointment.

Faithfully yours,

JAMES CASTRELL, P. E.

It was no uncommon thing for a preacher from outside to come at the very hour of service. But when the people gathered at the regular hour on this occasion, more nervousness and impatience than usual were to be noted. Thorne's and Harburn's tramp sat stiff and straight in the same back seat he had taken at prayer meeting. How cruel to get where the people could not watch him. But lo, the dreaded truth-teller arises, and slowly makes his way forward to the pulpit. Heads go together, and the whispered, "I told you so!" is not absent. It is still the common humanity, insincere under a striking and severe lesson.

"Brethren," — the deep voice seemed to echo and awake strange sounds through the church — "certainly I have tried to live up to my name, Truthful Henry, among you. I have now to give another name, which I hope to live up to as well — George Henry Thorne.

"In the old days when the Forney school burned, I was not in the building, as was supposed, but a gang of roughs, seeing me hidden in an old shed in the darkness, and in dire fright, stole me away, knowing that the accident would shield them from all suspicion. Under what strange conditions, what help of divine

Providence, I grew to be a man, need not now be told. It remains only to say in this connection that your worthy presiding elder was my acquaintance and friend long before he or I came here. Through him my parentage was lately discovered, and I was brought to the arms of a loving father and mother. My short but eventful stay among you would lead me to give this aged couple a strong tribute of praise, were it not for the near ties of relationship.

"Now, I shall not preach to you much of a sermon today — I have been preaching for a week past. I have been trying in a simple, and I hope an effective way, to make you people see yourselves, as the Scotch poet has said, as others see you. The humblest of you may be able, some time, to do me the same service I have tried to render. If I have spoken with a surprising plainness to any who may hear me now, think a moment; — you will realize that a just God will certainly speak plainer to you in the day of judgment. You people have sense enough to know that what I found wrong among you was your fault, not mine.

"Understand, brethren, I had never come among you as I did without the prompting of a far higher motive than to act the spy on your manner of living. I knew this people nearly as well before coming here as I do now. The pit that most preachers are cast helplessly into was here open before me. I was to be sent here among your selfish prejudices which you imagined to be religion — a bound and gagged victim. Should I try to say an honest word to better you, I knew the gag would be tightened. So I besought the presiding elder to let me come to this people in my own way. Now I know that there shall be, so long as I remain among you, perfect freedom between us, and no minister can faithfully do God's work among any people in any other connection.

"Your friend and brother, should he remain as pastor, will know no other creed but that all men should have reasonable condemnation for wilful wrong doing, and reasonable praise for right doing. So the only thing like a sermon in my talk today shall be a just tribute to Brother Jacob Harburn. He had probably more cause to get offended than any of you, and his situation was most delicate, yet he accepted the truth at once, and with an honest heart. Not that the man remained my friend, but that he

remained friendly to the word of truth, he shall have praise of his divine Master, and deserves it of his neighbors. Amen!"

The new preacher captured everybody at once, with the exceptions of deacons Melvin and Munstall. Melvin actually backslid, but returned again when the dust of musty corn got out of the air. It was Munstall that proved the wary Abner of White Ridge, to be won only by slow and tedious campaigning. He could not forget that lame horse long after the faithful animal had gone to the bone-yard. But he got tired of standing alone, and came around at last. The aged father and mother rejoiced much in the rare manliness of their lost and returned son; and brother Jake Harburn and wife, whose children soon became as mannerly as any, held ever an honest pride in the part they took in the advent of Truthful Henry, the hobo reformer of White Ridge.

When the Parrot Spoke.*

BY CLIFFORD HOWARD.

TOWN gossip was in a flutter of speculation: Doctor Harriman was among the bidders at the public sale of Ann Motley's furniture!

It was, of course, common knowledge that once upon a time the Doctor had been the accepted lover of Ann Motley, but that their tranquil courtship had come to a sudden ending and that from that time to the day of her death the timid and reserved spinster and the kindly doctor had gone their separate ways. What had come between them, why they never again spoke or met, nobody knew. Evidently, there had been a quarrel — proving that love's course runs no more smoothly in the summertime of wooing than in its season of bud and blossom; but beyond this there was naught but rumor.

There were those who professed to note a change in the Doctor since he had ceased to call at the garden-cloistered cottage on the hill. Nor were these observers far amiss; for whatever may have been the extent to which he gave visible sign of his troubled heart, the estrangement between him and Ann Motley was to the Doctor an unending source of sorrow and bitterness. It was not so much because of what he had said to her in the moment of their little storm, for he had spoken with obvious unmeaningness, but it was because she would not forgive him.

After the first day of ruffled temper and pride he had chivalrously acknowledged himself in the wrong; and, unheeding the words she had uttered in the stress of overwrought emotion, declaring their love and their friendship at an end, he went to her in penitent love, craving forgiveness. But she refused to receive him. Prim, sensitive Ann Motley! The timid love that had had its first awakening in the sunlight of his presence had shrunk back

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into her heart, wounded and affrighted. He had profaned her proud sensibilities, and she felt that she could not forgive him. And therefore it was that she refused to see him and that when he wrote to her she declined to answer his letters.

"Your silence tells me," he wrote in his final appeal, "that you cannot know how deep and all-absorbing is my love for you. If the few hasty, unmeaning words that escaped me in a flash of thoughtless irritation have outweighed with you all I have said or done, it is useless for me now to attempt to convince you to the contrary. I shall not again ask you to take back the love you have cast aside. I pray only that you will forgive me. Surely, you cannot deny me this. Let me know by some word or sign that I have your pardon for my cruel though unintended words, and I shall ask no more. Grant me this — not for my sake, if you so will it, but for the sake of the friendship, the love, the happiness that once were ours."

These were the last words he ever addressed to her. She did not respond. Silent and unforgiving, in obedience to the dictates of an exacting conscience, she shut herself out from his life.

Then, with the pride of lofty manhood, he respected her decision and thereafter bore himself toward her as a stranger. Never again did he approach her nor mention her name. Yet there was not a day during all the weary years that followed that he did not bow in spirit before the shrine of his buried love and pray to heaven that he might some day know she had forgiven him. In vain he sought to ignore the blight that her unforgiving silence cast upon the sacred memory of her being. It lay upon him as a curse; and as time went on his prayer became a craving — a morbid, brooding passion — inspired by a dread lest he or she should die before his soul should be cleared of its deepening blot.

Throughout his daily life it haunted him with a restless fear. Yet he gave no conscious outward sign to the world nor to her of the torment of his spirit. Ministering to others in their trials and afflictions; ready always with his kindly interest and words of cheer, and giving to weary hearts the comfort and the benediction of his tender sympathy, he shared with no one the burden of his own cross; but, alone and uncomforted, he bore it in mute desolation through the unbroken silence of the years.

And when, one evening in June, she passed away suddenly and without the herald warning of sickness, — her heart having gently ceased its work as she dosed in her chair, — the blow fell upon him with crushing despair. She was gone; leaving him alone, utterly alone — and unforgiven!

Yet withal there remained the nebulous hope that perchance she had left among her papers some message for him; something that might tell him she had not departed without an answer to his prayer. And thus it happened that he was present at the sale of her little property and was the highest bidder for the old-time mahogany desk, which the auctioneer described and put up for sale with irreverent harangue. And because of the sacredness attaching to the things that had been hers — to the things associated with the bygone days of their love — he bought her books and her clock; her ivory-type portrait of herself as a girl; her little cushioned rocking-chair, and the old piano — with its brass-mounted legs and its candle-racks — upon which she used to play for him the sweet melodies of the long ago as they sat alone in the dim light and quietude of love's happiness.

"Two fifty I'm offered for this parrot and the cage," shouted the auctioneer in noisy fluency, breaking in upon the Doctor's wandering thoughts. "Do I hear three dollars? Two fifty, two fifty! Do I hear three? Three dollars I am offered; three dollars is bid; going at three dollars!" he sang on, interpreting an undesigned nod on the part of the Doctor as a bid at the higher figure. "Going — going at three dollars! Three dollars! Going, going — gone! — to Doctor Harriman."

The Doctor started in surprise and was about to protest, as the cage with the parrot was brought forward and placed with the other things he had bought. Checking himself, however, in order to avoid possible controversy, he accepted the situation without comment. He had not meant to buy the bird, nor did he want it. It had for him no association with Ann Motley; for, in truth, according to the statement of the auctioneer, it was a comparatively recent acquisition. Nevertheless, it was now his; and thinking to dispose of it in time to some one who might care for it, he had it taken to his home with the other purchases.

In the solitude of his library, breathing now an atmosphere of

another presence and of other days, he opened her desk. With trembling hands and with a disquieting sense of profanation, every drawer, every recess was carefully, tenderly, explored; but his search was fruitless. There was nothing — nothing for him; no message, no word, no token, not even his own letters, to comfort him with the belief that she had retained some lingering regard for his memory. Was it then true, as his embittered soul had feared, that she had gone without loving him, without remembering, without forgiving him?

He closed the desk and sank upon his knees. A convulsive sob shook his bent frame; and, throwing himself forward, he buried his face in his arms upon the little rocking-chair that had once been hers.

About him were the deepening shadows of twilight and the hush of eventide. The old furniture of Ann Motley, with its generations of hallowed memories, lent a mellow sanctity to the stillness of the room; and in the enshrouding calmness, with the face of sweet Ann Motley looking down upon him from the desk beside him, his heart poured forth its anguish in silent, sobbing tears.

Then suddenly a voice, low and quavering, and seemingly afar off, broke softly upon the shadowed silence:

"Grant, O Lord, that he may yet come back to me and know that I love and forgive him."

For a moment after the voice had ceased the Doctor remained motionless. The slight flutter of wings and the tapping of a beak upon the bars of a cage alone disturbed the ensuing quiet. Then, raising his head, the Doctor clasped his hands before him in sudden fervency, and as his eyes were lifted up to heaven, filled with the light of a strange awakening, a smile of illumining peace shone upon his countenance; and as spirit communing with spirit his face grew beautiful in the softening radiance of revelation, and upon his parted lips there trembled a soul-uttered prayer — an answering message of love and thanksgiving.

On the Lee Shore.

BY BROUGHTON BRANDENBURG.

WHEN the business day was over and the lights were lit in the peaceful valley town that lay at the foot of the hill, it was an unfailing sign of the hour that Col. Denby Grier should come in a slow dignified fashion out of the great door of the hill house and seating himself in a big roomy porch chair light a long cigar which glowed through the evening like a great rosy firefly in the soft dark.

From my window a little farther down on the opposite side of the street I have watched the old banker countless times as he sat there tilted back, his foot against one of the huge colonial pillars, and on the steps descending to the terraced lawn before him would be the dim group of white and color, his three daughters and some of their friends. Perhaps the tall, graceful slender white figures moving about among the peony beds would be Grace and Carolyn, the older girls, while the animated elf that always clung close to her father's place in the evening time was certain to be Mildred, the child who in that day was shyly entering the mysterious world of womanhood. But no matter where they were dispersed at dusk, the later dark always found them clustered about their father's feet and ever and anon till a late hour I could hear his resonant, drawling voice in one of those stories which had made him famous throughout the state.

The last time I was in Virginia I passed up the street and by the door of the old mansion. I stopped abruptly as it came into view above the thicket of lilac bushes that hedged the lower corner of the ground. A ruthless, marring hand seemed to have wiped from its prospect all of its rare old spirit, charm and beauty.

The imposing white gate-posts with their capitals were gone. The peony beds lay fallow, the steps were sagged, the pillars were hacked and scarred, the walks and the terraces sadly unkempt, and the sign of a boarding-house hung before the open door. The familiar chair and its venerable occupant, the master of the house, the gay friends and the stately daughters were gone. I knew the story well. I was informed of each detail of the thing that had befallen the family on the lee shore, for the wreck is spoken of to this day in all the region and so I was, I thought, fully prepared for the sight of the place, but I confess that I stopped short with a quick choke and stood for a moment looking abstractedly at the ghost of what had been.

It was the final chapter in a long lesson of protection of all that any man loves from what may befall it when he is no longer able to stand between his dearest and most treasured and the steady march of attacking circumstance. I am going to tell this story with its two wings that touch in conclusion. In fact, in these latter days, it has seemed to me that there was a commanding excuse for its being written and now it shall be set down, perhaps spread broadcast, and may it do the good that seems to me to lie within its scope.

I first knew the old colonel and his attractive family through his sister, one of the finest types of the southern gentlewoman it has ever been my privilege to encounter. She had married a New York broker, Edward Raymond, sprung of Connecticut Yankee stock, and a member of one of the best known firms in

Wall Street. Their house on Madison Avenue was one in which the gracious unobtrusive hospitality of the South was blended perfectly with the exact and brilliant life habits of New York. There one met people who were distinctly interesting on their own account, and with Mrs. Raymond the power to attract a coterie which any woman of society might envy was never used for any purposes of family aggrandizement but was merely recognized as the factor that brought to her door the friends about whom she really cared. Her days at home were a pleasure, where with other hostesses they might have been regarded as mildly unfortunate but necessary occasions.

Raymond in those days was, outside of his home, a hard bold man of business, intent on building up a great fortune. I have been in his office at more than one critical hour on 'Change when he sat at his desk, quietly giving brief succinct orders whose success or failure meant almost everything to him, and yet his voice never seemed to change in those times, his kindly eyes rarely lifted from the papers before him, his unlit cigar was set at a precise right angle to the firm line of his mouth and jaw, and when his hands passed to execute some detail, to pick up a pen or a telephone receiver, they moved with the steady manner that meant certainty combined with wonderful alertness. He was the highest type of the efficient American business man in the crux of battle. When the crisis was over he would lean back, strike a match slowly, light his cigar and let his mouth relax in an easy smile. This picture of him in that day I have drawn in this manner because I must pair it with another and a sadly different one later on.

One evening at a club dinner he met Senator John F. Dryden, of New Jersey, the head of the Prudential Life Insurance Company, and they spent some little time in the discussion of conservative New England investments in which both were deeply interested. Raymond in telling me of the occurrence next day said:

"I had always thought of insurance as a sound business, good enough for those whose families are dependent on their efforts, and also the cause of a violent mania which possessed certain persons called agents and evidenced principally by an unfailing persistence. No *personal* application of it had ever occurred to me. Of insurance officials I have had little acquaintance and mentally pigeonholed them as benevolent old gentlemen who would not discount twenty dollar gold pieces under thirty days' notice, but in the Senator I found a man of fire and steel, just as keen as I or any one I know in the accomplishment of his hands and brains and within himself a perfect business dynamo, well-governed and secure. Now, you know every man stands for a principle in his life work. Senator Dryden impressed me wonderfully and I decided to do honor to his principle, the principle of sound life-insurance. I asked a friend to do me the favor of finding out for me, if I could get written up for twenty-five thousand in his company."

It was not a difficult matter, Raymond being physically what is termed a good risk, in fact when I knew him many years later he still seemed such in every way. The policy was of the twenty-year endowment sort, and, as indicated above, was taken out in the Prudential Company.

It was merely a matter of chance that Raymond took this step and I know to a certainty that he forgot it completely only at stated periods, because matters, seemingly, a score of times of more importance were constantly before him. Quite different were the events which form the connecting link between this consideration and the pathetic story of the Griers.

The old colonel was of that provincial type of business man with an ancient style of letter book, and to whom the conduct of no deal was so important as to prevent the introduction of some long, whimsical, highly irrelevant darky story. He drove down to the bank an hour after it had opened each morning and at noon climbed into the antique rockaway and went home. Perhaps he came down in the afternoon, perhaps he was off astride of Bay Ben visiting some of his many farms or galloping furiously along some of the hill roads laughing with the exhilaration of a boy.

One of the young clerks in the bank was the son of an old friend and was supplementing his slender pay by collecting commissions for Northern business houses, representing tobacco buyers in making contracts, and soliciting life-

insurance. He was a reckless youngster, and had asked the old colonel so frequently for the hand of Mildred, and been told with such regularity and emphasis that her father was not yet ready to give up his baby, and certainly not "to a cussed young splinter like him" that he had no hesitancy about approaching him on any subject.

One spring Colonel Grier had found that with his knowledge of tobacco-growing conditions, his wide-spread friendships with Virginia growers, and his excellent location, he could venture into speculation on the crop with much assurance of large profits. This he did, and one day when he had cleared a hundred thousand for a month's efforts, the clerk went into his desk, and the following conversation ensued according to the colonel's gleeful relation of it many times thereafter.

"Colonel, I thought I would come in to see you about something that concerns Miss Mildred's future."

"You just let her alone, young man, and the devil will lose his best means of harming her future."

"Well, *I* am interested in this, too. What right have *I* to allow you to fail to protect the future of the girl I am going to marry? Suppose you shot me in a moment of self forgetfulness some day, as you have said you might do. Suppose business reverses and your being hanged should leave her penniless ——"

"You audacious little cub ——" gasped the nearly speechless colonel.

"I may be audacious, but those are cold facts, and I have come to ask you to take out a life-insurance policy in my company."

When the old banker had recovered from his rage, the whimsical humor and certain salt of sense in the situation appealed to him strongly and recalling the youngster he authorized him to procure a policy for $5,000. The examiners found Grier to be a good risk. He was written up and signed it over jointly to the young lover and his daughter, telling them they might have a basket picnic and a month's house party if they should come into the money by his demise. It was all done in his capricious jocular way.

A few months went by, and again the wheel of fortune had turned up for the colonel in still more extended tobacco speculations, and one day the young man broached the subject of increasing the amount of the policy.

One of the colonel's oldest friends, Judge Sam Tucker, was sitting with him swapping tales of their boyhood, and both were in rare spirits. The visitor asked to see the policy, read it carefully and then said:

"Denby, I never saw one of these before, but I tell you it is a fine thing. You can do it. Build it up to $50,000 for the three girls. You are taking long chances on everything else. Give them a little protection."

"By George, I'll do it, Judge Sam," answered the colonel with a bang of his fist on the desk, and he did.

Raymond was handling the New York end of the successive deals that were being put through in tobacco by his brother-in-law, and spurred on by Raymond's boldness the colonel went farther and farther afield in his operations. The little bank and the farming business of his numerous tracts became very minor matters indeed. The people of the South were beginning to call Col. Denby Grier, the "Virginia Tobacco King," when suddenly the scene changed.

The spring of the year following the increase of the policy, the New York stock market turned on Raymond to pay up its old scores of raiding he had perpetrated upon it. His enemies saw he was hit and gathered together their full forces to batter and crush him if they could. In two weeks he was crippled. In a month he was approaching a crisis, and early in June he took train one Saturday, after the close of the Exchange and hurried away to Virginia for a Sunday morning conference with Colonel Grier, who had not known thus far that Raymond was in any real danger.

It was a morning that I shall never forget. The beauty of the valley, clean washed by a heavy rain the night before, was that radiance of yellow sunshine, that white flecked blue sky, and those stretches of brilliant varying green with white houses picked out among it, which have made June in that region

famous. All the flowers but the tardy roses were in full bloom; the peonies made the terraces before the hill house seem one enormous burst of color hurled on a green velvet tapestry. The quiet of the Sabbath lay brooding over the town, and coming up the hill were little groups of neighbors returning from church. Mrs. Raymond had been staying with the Griers for the month, and she and the girls with some friends were just turning into the gate when she caught sight of her husband's white face as he and the colonel, standing before an upper window, saw our party and turned away to come down. Instinctively she ran a little way up the walk to the wide-open door within which we could see the double stair and its old-fashioned turn and landing.

Vividly, as if it were an hour ago, I see the two men, so different in type, so utterly unlike in life, descending the steps, care and anxiety written on every feature of their faces.

Just at the landing, the colonel reeled, caught feebly at the rail, pitched forward as Raymond cried out in horror and caught vainly at his arm, and came crashing down the flight to lie bleeding and dead across his own threshold.

Still in my mind's eye I see the hurrying figures, hear the bitter cries of anguish, and watch the startled neighbors coming to tender their aid to the stricken household. Leaning against one of the pillars, looking off across the far hills of the old state, stood Raymond, his face like white clay and every line of his mouth and jaw so changed that I knew Fate held the victory over him.

The next day he was of necessity in the saddle again in New York, but all the tide was against him, his last bulwark was gone, and when the Exchange opened the next morning the first feature of the day was the announcement of the failure of the old firm of which he was the real head, and among the brokers who paused a moment — a moment only in their own affairs — the whispered truth went abroad that Edward Raymond had collapsed physically and mentally and was at that moment battling with death in an uptown sanitarium.

Strange to say he survived, but all his former powers of aggression were gone. When the entangled affairs of his house were straightened out it was found that the ruin was complete, and when the courts were through all that was left of the splendid fortune was a little house in a suburb of Brooklyn, in his wife's name, something she had bought intending to give it to a faithful servant some years before. There I saw them the last time — she sewing peacefully on the little porch, he pottering around the small lawn looking after his pet plants and shrubs, the two of them living quietly and perhaps more happily than ever before on the $1,200 per year which comes in from the investment of $25,000 which they received last winter when the endowment policy matured.

Of course the colonel's death left his tobacco deals half finished, his estate losses through Raymond's failure did the remaining execution, and when the administration had cleared up the affairs of Col. Denby Grier, the sole ward between his children and complete dependency, the only thing to keep his daughters from going into the town mills to earn their own living was the $50,000 Prudential Insurance policy. In the words of old Judge Sam, the colonel's life-long friend, a poor man himself, "It stood out like a chimney tower above the blackened ruins of a mansion that had been swept by fire."

So, it seems to me, the lesson is complete. In setting it forth, I am glad it redounds to the benefit of that great institution which in the stress of a late hysterical day has not been found vulnerable to assault any more than that mighty Rock, the impregnable Gibraltar, the Keeper of the Eastern Gate, whose staunchness it has taken for its emblem. The principle is good and the millions who have their welfare bound up in the conduct of this company have shown their complete approval of that same conduct. I cannot forget the monition in the sight of Col. Denby Grier at the height of a noble and unsullied career of success, plunging down to lie white and silent before the eyes of those entirely dependent on his continued existence.

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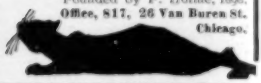

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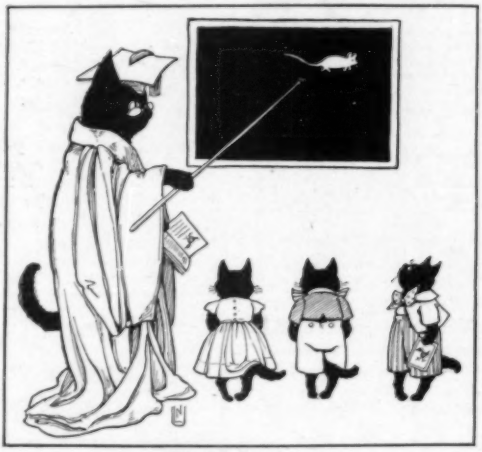

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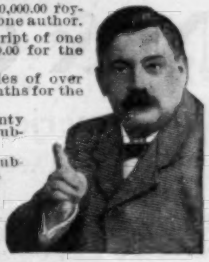

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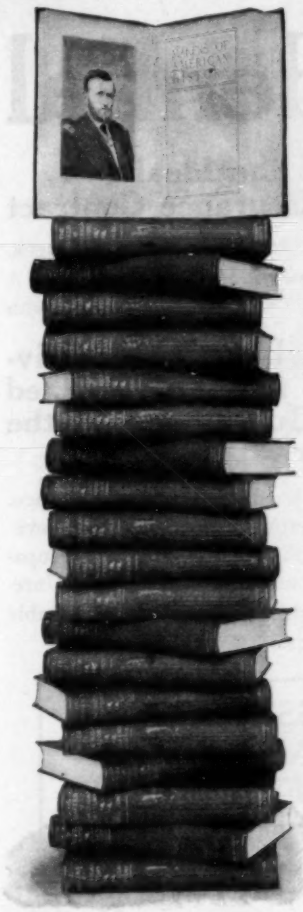

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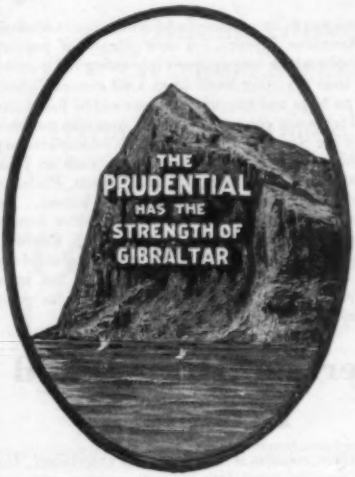

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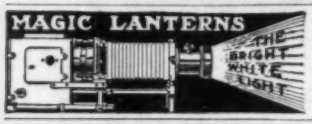

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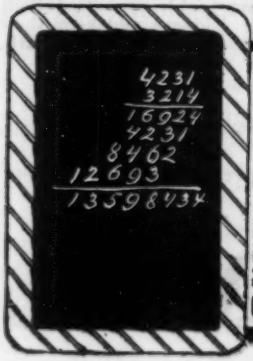

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The four hours a week our "1900" Washer SAVES YOU would have cost you for washerwoman's time 60 cents. Your own time (if you do the washing yourself), is worth as much as a washerwoman's, and any servant's time costs you board and money equal to this, in the long run.

The "1900" Washer lasts at least five years. Every year it will save you about $31.20 in labor. In five years this amounts to $156.00—think of that!

In the free month's trial alone it will save an average family $2.00 and you assume no risk whatever, no responsibility during the trial.

Isn't this the broadest, and fairest offer ever made you?

We may withdraw it tomorrow, if it overcrowds our factory.

But all reliable persons who answer this advertisement shall have the benefit of the offer, provided they write to us promptly on reading it. Shall we send you a Washer on trial, to be paid for as it pays you? Answer TODAY, while the offer is open, and while you think of it. Address me direct for personal attention, viz: R. F. Bieber, Gen'l Mgr., The "1900" Washer Company, 972 North Henry Street, Binghamton, N. Y., or 355 Yonge St., Toronto, Canada.

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is a possibility, having been made so by

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A tooth paste commended by
Three Thousand Dentists.

Let 25¢ (the cost of a tube) represent the premium.
The policy is an Endowment without options as you will receive these three returns.

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25¢ AT YOUR DRUGGIST
WE WILL SEND IT DIRECT FOR 25¢
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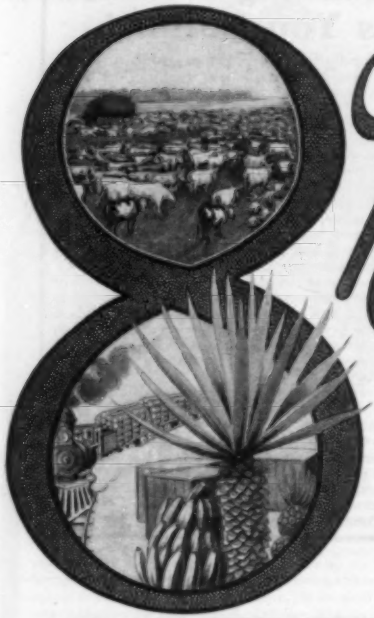
Take it with you wherever you go. If your druggist hasn't it—Send to us.

Sent postpaid on receipt of 25 cents.

C. H. STRONG & CO.
CHICAGO

Second 5% Dividend This Year

OCTOBER 1, 1905



Another dividend of 5% payable (regular 4% guaranteed and 1% extra for six months). This is second 5% dividend this year, making 10%, instead of 8%, as guaranteed. Both dividends derived from cargoes of Company's mahogany.

We own, free of encumbrance, a 288,000 acre plantation in Campeche, Mexico. Cabinet lumber and dyewoods standing thereon worth $10,145,000 at New York prices — of which amount we have marketable dyewoods, worth $2,500,000, ready to cut and ship; 60,000 full grown rubber trees; 250,000 full-grown chicle trees; 1,800 head of cattle; 250 oxen; 200 mules; horses; swine; stores, mills and factory operating. Large force of men developing tropical products. On full development of these it is conservatively estimated that

22% Dividends

will be paid. Our managers have developed two other Mexican Plantations. Stock of both $50 a share above par. This is sufficient to make our proposition a certainty.

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Limited number of shares offered at par on instalments of $5 a month per share. Make application *at once*. Send $5 or more (but not more than $60, a year's instalments) on each share wanted. Over 1,200 stockholders drawing dividends.

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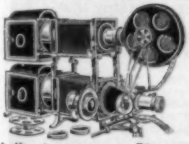

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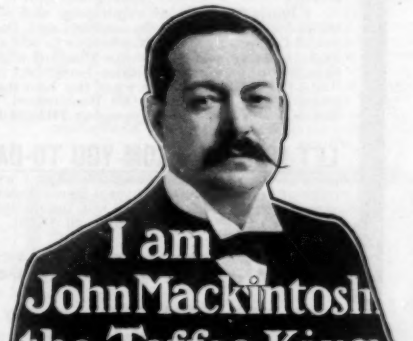

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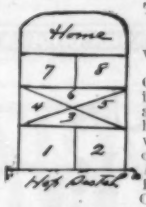

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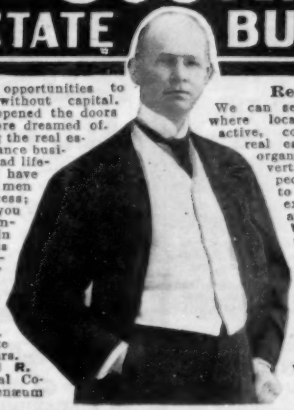

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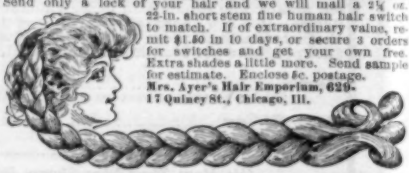

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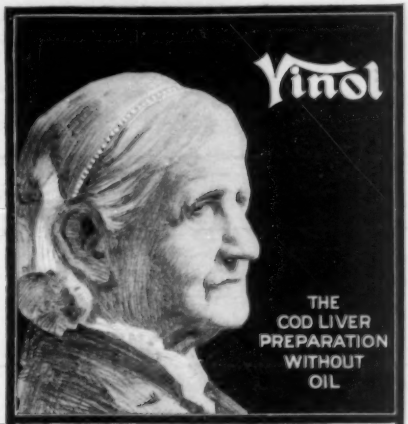

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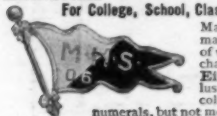

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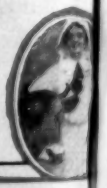

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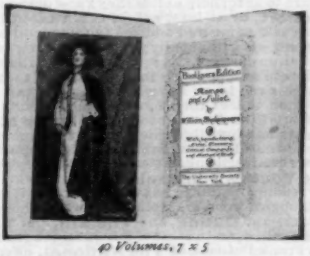

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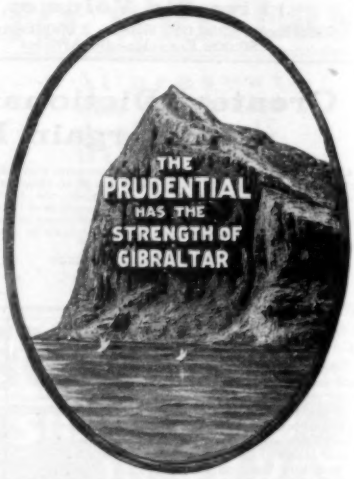

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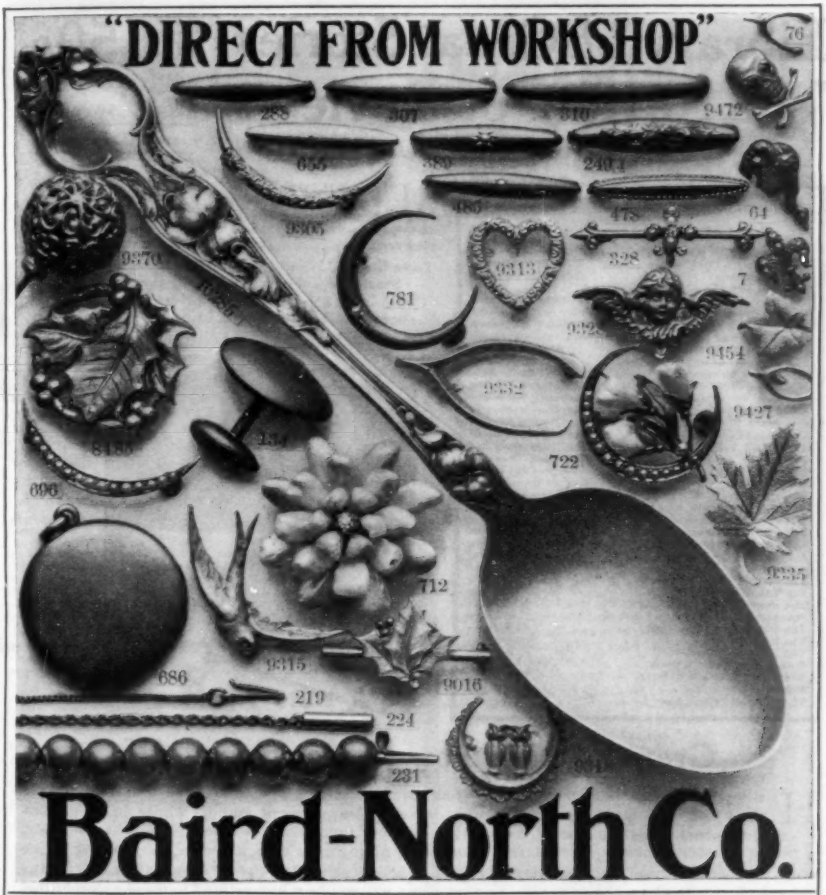

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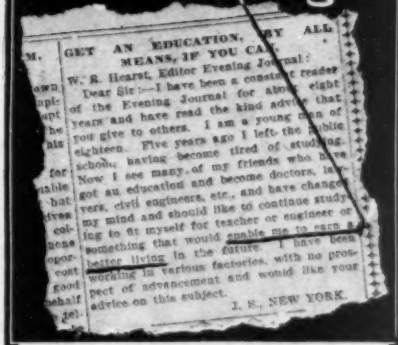

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No Message to Santa Claus

should omit the Kindergarten Treat described on pages XVI and XVII of this issue. No greater Picture Joy can enter the Nursery, while the subscription feature brings for a whole year equal joy to Grown-ups.

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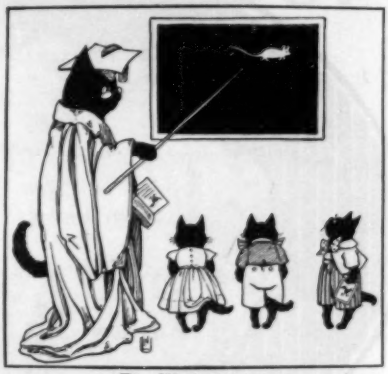

The Kindergarten
Size, 8 x 10½ inches

LOOK high, low, anywhere and everywhere, you won't find for young and old a more enjoyable or suitable Holiday Gift than the Collection of *Black Cat* Drawings by Nelly Littlehale Umbstaetter just out. No one who has not seen this fascinating array of more than 150 unique creations—Pictures, Tailpieces and Alphabets—can form an idea of its appropriateness for

The Cozy Corner **The Club Room**
The Nursery **The Den**
The School Room **The Home**

While specially suited for framing—they are eight by ten and one-half inches—these pictures appeal alike to old and young in

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the scrap book and portfolio, lend themselves to many decorative purposes, and are a happy thought for Card Party Prizes.

Butterfly
8 x 10½ inches

This collection was specially designed by the artist of *The Black Cat* as a Souvenir of the Magazine's Tenth Anniversary, and the 1905 edition will be delivered to readers for the nominal price of $1.00 per set, if ordered before December 31st.

"Hero"
8 x 10½ inches

A Great Holiday Offer

Chef
8 x 10½ inches

We will deliver a set FREE to any one who will send us three subscriptions to The Black Cat for one year, or one subscription for three years with $1.50 to pay therefor.

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As the pictures may be sent to one address and the subscriptions to others, a dollar and a half will carry a most delightful All-the-Year-Round Treat into four homes. During 1906 every one will want to read the great $12,000 prize stories in *The Black Cat*, which publishes the most captivating tales in the world and costs but 50 cts. a year. By loaning your copy to neighbors you can readily induce them to subscribe and secure for yourself the collection of Souvenir Drawings free of cost. The Shortstory Pub. Co., Boston, Mass.

Minstrel
8 x 10½ inches

Good Night
8 x 10½ inches

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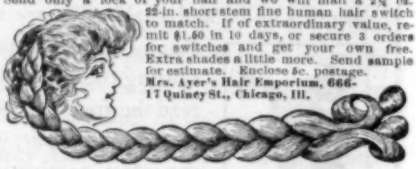

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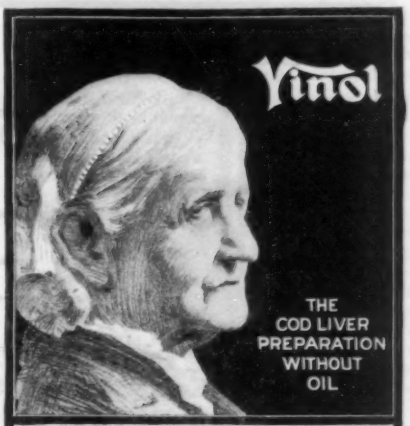

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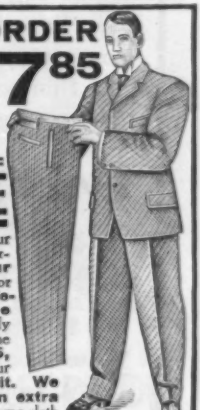

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Sectional view

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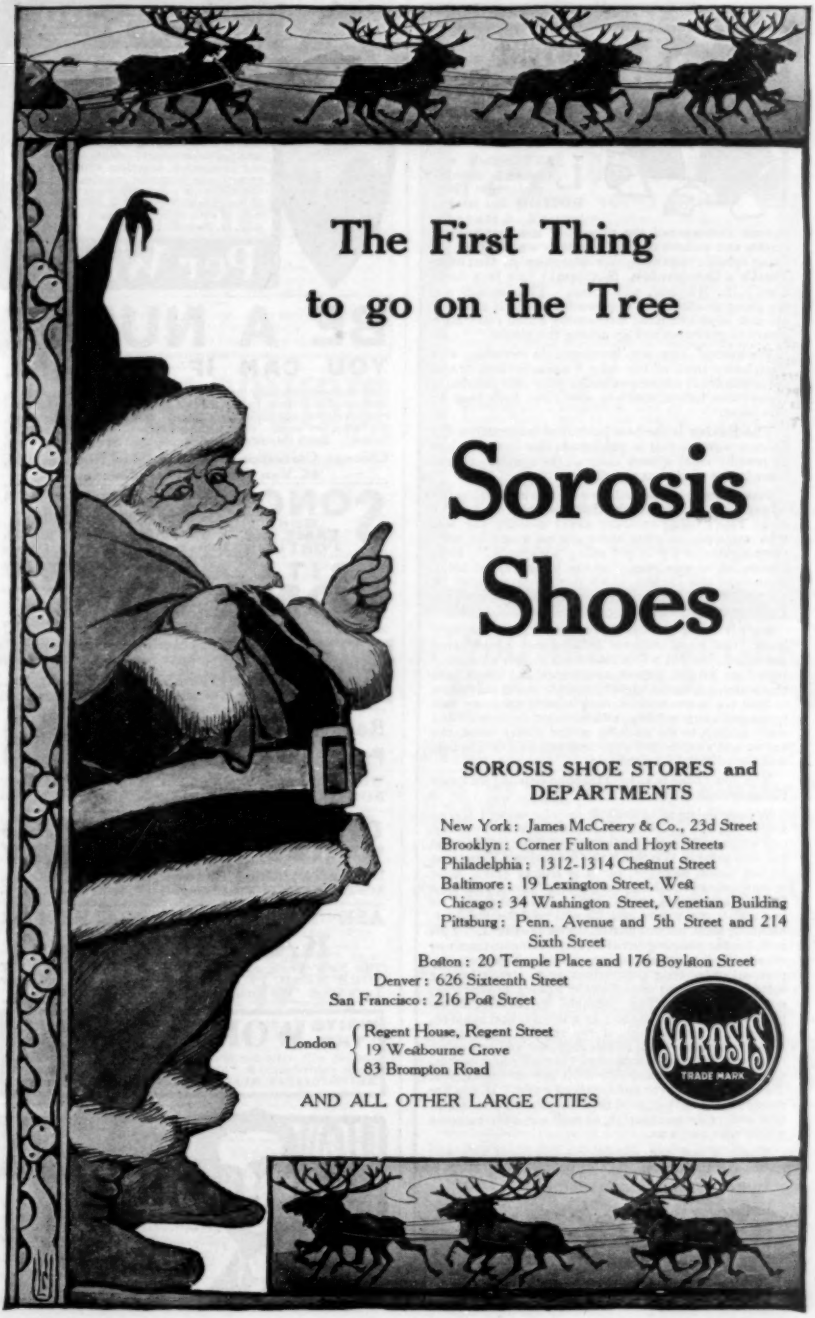

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SOROSIS TRADE MARK

LAST month we proved conclusively that **THE EDITOR** and its 12-year-old Literary Bureau commanded the respect of the best-known editors and authors of this country; we did this by citing specific instances, like **Munsey's, Outing, Youth's Companion, National;** like Jack London, J. L. Harbour, and others. This month we are going to allow you to prove for yourself that we are able to point out the methods by which you "may cleave to greatness and sit among the giants."

We assume you are interested in writing, and wretchedly tired of the fake "advance fees" and correspondence courses of books done into fac-simile typewritten letters, else you would not have read to this point.

The Editor is the best journal of information for literary workers that is published, else it would not be read by more writers than all the similar publications in the world put together.

Susan Keating Glaspell, one of the cardinal prize winners in **The Black Cat** contest, says: "I study **The Editor** carefully every month; any one who attempts to write short stories would be very short-sighted to try to get along without it." It is interesting to note, too, that the three capital prize winners of this contest, and a very large majority of all others whose stories were awarded prizes, are **Editor** subscribers.

Isn't it worth a dollar a year just to have the very latest, the most intimate information about prize contests? Isn't it worth that much to have a monthly report on all the papers, syndicates and magazines that purchase manuscripts? Isn't it worth that much to read six to ten articles each month on essay and poem and story writing, and on essay and poem and story selling, to say nothing of the clever verse, the answers to any literary questions you may care to ask, and the editorial inspiration?

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We are going to invite you to join us, and if you refuse you can go off in a corner and sulk by yourself while your literary friends read **The Editor** and get into print. We think this invitation will put you on our books, however, for it is simply this: Send us one dollar for a full year's subscription, and with it—not afterwards, mind you!—one manuscript of less than 2,000 words, and we will give the frankest, bluntest, most helpful criticism you ever read. This includes the pointing out of errors, weak constructions of all kinds; comments on unity, coherence, proportion, style, etc.; suggestions as to strengthening certain portions, or rewriting the whole; a list of from six to ten magazines, journals, syndicates, newspapers, etc., for which story or articles is best adapted, if salable. This service, at the regular rates of our Literary Bureau, would ordinarily cost you one dollar by itself. If your manuscript exceeds 2,000 words, and is under 5,000, add fifty cents to your remittance. *The offer is to new subscribers only.* If you are already a subscriber, send us *your friend's* subscription and *your* manuscript, or mail our offer to some writer who needs us.

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Ainslee's Magazine

CHRISTMAS NUMBER

¶ The Christmas number of *Ainslee's Magazine* will touch the culminating point of twelve months of extraordinary development. Its table of contents will include the best work of some of the most notable figures in American current fiction, whose stories are eagerly and persistently sought for by publishers everywhere.

Edith Wharton

author of "The House of Mirth." Her story, one of her best, will be "*The Introducers.*"

Lloyd Osbourne

the author of books that are almost classics, will contribute a Christmas story in a novel setting, entitled "*Mr. Bob.*"

O. Henry

the unrivalled teller of short stories and author of "Cabbages and Kings," will have one of the most remarkable short stories he has ever written, "*Buna Man's Holiday.*"

Marie Van Vorst

will conclude, in this number, "*The Warreners,*" a serial that has made a sensation.

Mrs. C. N. Williamson

who, with her husband, has had almost more than her share of success with "The Lightning Conductor" and "My Friend the Chauffeur," will have in "*The Man in the Moon*" a delightful Christmas story.

Julien Gordon

will have an essay on "*Fairy Godfathers,*" and **Anne Rittenhouse** one on "*Society's Christmas Sacrifice.*"

Allan Dale's

dramatic article will be spicier than ever, and the department *For Book Lovers* will have some unusually interesting news for novel readers.

There will be stories by **Owen Oliver, Edith Macvane** and **Felicia Goddard. Mrs. Wilson Woodrow** will continue her bright "*Conversations with Egeria.*"

COVER DESIGN BY HARRISON FISHER

¶ Plans are matured for 1906 which will retain for *Ainslee's Magazine* the literary premiership which rightfully belongs to it. Much thought and much money have been expended in the development of these plans, and this Christmas number will give our readers some idea of what to expect for the next twelve months.

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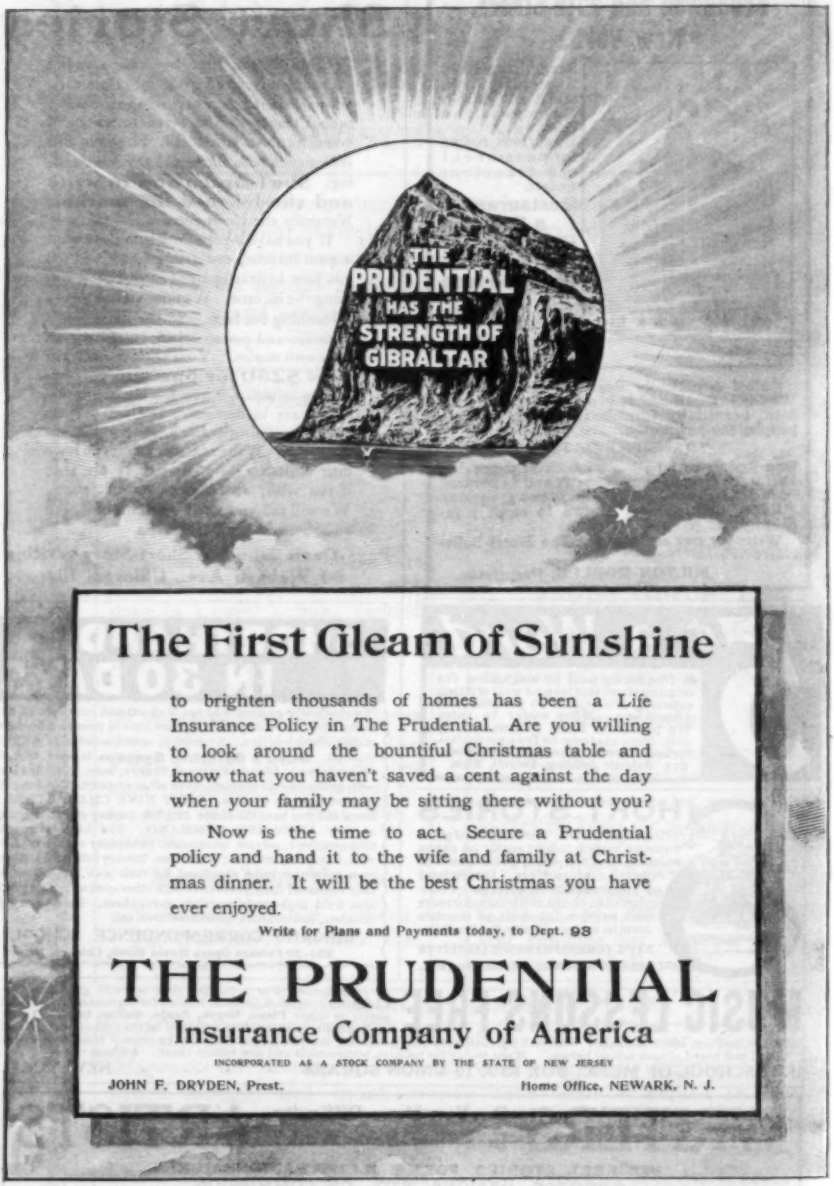

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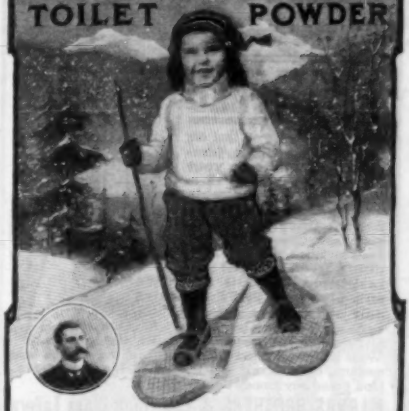

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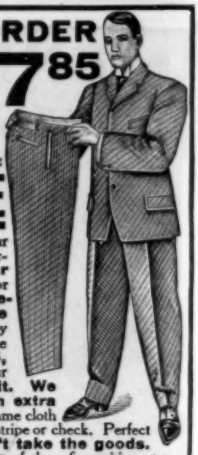

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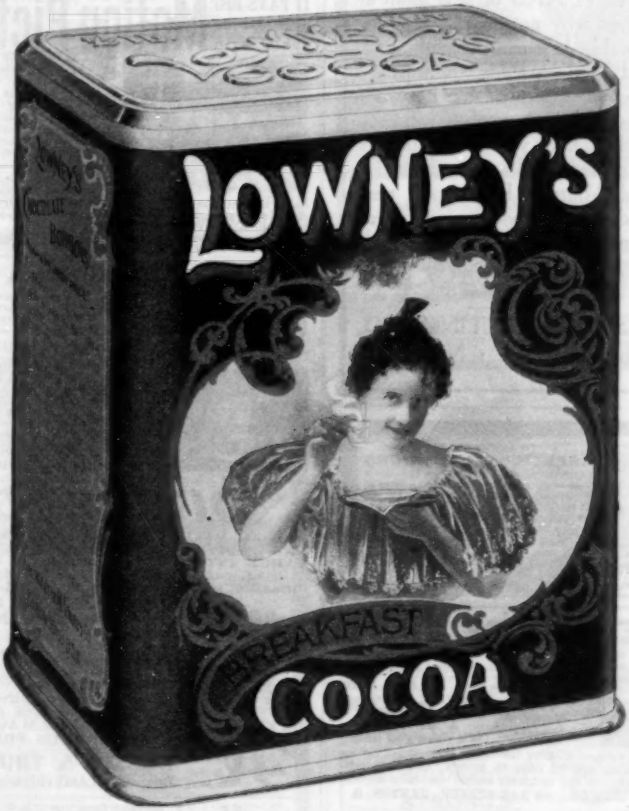

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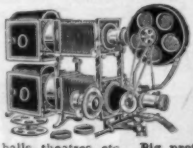

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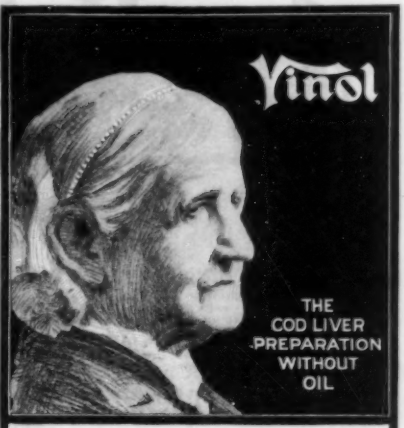

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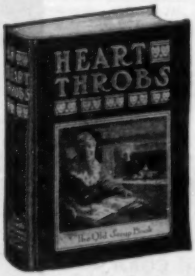
A few years ago I had the idea that I could edit a magazine. The late President McKinley thought so too, so did Uncle Mark Hanna and Secretary John Hay!—well, with such friends,—nothing was impossible. THE NATIONAL MAGAZINE of to-day tells the story. What I want, is for you to come with me this winter to the White House during the receptions and functions, to the executive office, and to the various other departments of the government. Come with me to the Capitol on the hill, and let us learn about those matters that are of vital interest to every American, man or woman, boy or girl. If you knew how much pleasure I find in writing these letters, you would understand something of the reason that we now have a quarter million subscribers. Don't fail to send on your subscription at once. **$1.00 for the year.** THE NATIONAL MAGAZINE is not included in any periodical combination,—it stands alone; if you know THE NATIONAL it is not necessary to explain why it is different from other publications.

The "Heart-Throb" Book



LAST year we advertised for "Heart Throb" contributions. Clippings of all sorts that appealed to the people were sent us because we wanted to know what make sunny days enduring and dark days endurable. For the fifty thousand contributions we received we paid in cash $10,000 to 840 subscribers. These contributions will be printed in book form, about 400 pages, containing the favorite gems of President Roosevelt, Secretary Hay, Speaker Cannon, and other celebrities, as well as the selections of our own subscribers, for which the awards were made by Admiral Dewey and Senator Allison. This is a unique book; in the back part are 32 pages left blank, so that you can write or paste in any other favorite selections you may wish to preserve from time to time. The "Heart Throb" book will be sold for $1.50. I am sure you will agree with me that it is a rare volume and just the thing for a Christmas gift. THE NATIONAL MAGAZINE for twelve months and the book will be sent you for $2.00. Send on the coupon at once. If you are not satisfied with the book and THE NATIONAL after receipt, the money will be refunded.

A Trip to Mexico

DURING the past few years I have taken parties of subscribers to the West Indies, to the various Expositions, two parties to Europe, and the boys to Washington to see the Inauguration. About one hundred subscribers in all have accompanied me on these trips, and these associations are inspirations for THE NATIONAL. I want to keep in close personal touch with the people for whom I write as well as those about whom I write. Cheerful, hopeful, good-natured,—that's our creed!—make friends, keep friends, deserve friends! By the way, I am going to take a trip to Mexico, and I want to be accompanied by subscribers of THE NATIONAL MAGAZINE. Details of the Mexican trip and complete itinerary will be furnished all subscribers.

Now mail this coupon and I'll promise you a pleasant time with THE NATIONAL for winter months. My readers go with me as I go about studying from the great text book of Travel. Let it be said that YOU know Joe Chapple and his NATIONAL MAGAZINE of Boston.

"President Roosevelt's Royal Ancestors."—An interesting sketch in the October issue concerning President Roosevelt's mother's family.

JOE MITCHELL CHAPPLE,
National Magazine, Boston, Mass.

Please send one volume of "HEART THROBS" complete, bound in cloth and gilt with illuminated cover, and The National Magazine for one year, for which I agree to pay $2.00 on receipt of book.

*Name*_____

B. C. *Also send Details of Mexican trip.* *Address*_____

A FINANCIAL OPPORTUNITY

The Earning Power of Money Invested in

KORNIT

Here is a Financial Opportunity to make an investment in an up-to-date, energetic, money-making Industrial Manufacturing Company, which owns all the United States patents, processes and exclusive rights for producing Kornit, a product never before manufactured nor sold in this country. The demand for Kornit is great, and the profit of manufacturing and selling is ENORMOUS. ¶ Read every word of this announcement and ACT AT ONCE.

The Earning Power of Money

In a recent article in "Success," Henry Clews says: "Money represents the efforts of man." If one has a million dollars, he can, for a day, control a force equal to a million men. Every dollar one saves gives him practical control of the services of one man for one day. The man who has the ability and strength to save money can make these moneys work for him as if they were men. The question is, HOW and WHERE can it be used to the greatest advantage? If you invest it at small rate of interest, you simply give some one else the opportunity of making your money earn money for THEM; if you spend it, all possibility of making it work for you is lost.

One hundred dollars invested at 16 per cent. interest will earn in a year as much as sixteen men working for you one day. It is, however, possible to make one hundred dollars do the work of ten, fifty or even one hundred men; it depends on how and WHERE you invest it.

Every man is desirous of securing for himself a competency which will enable him to enjoy the fruits of his labor at as early a period in his life as possible. This is a problem, however, which is becoming more difficult and more complex each year.

Consider these facts seriously, and decide if it is not wise to invest at once in THE KORNIT MANUFACTURING COMPANY, and draw a handsome yearly income from its enormous earnings.

THE STORY OF KORNIT

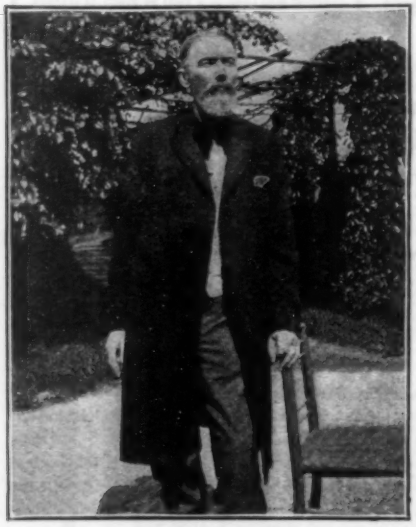
By President Chas. E. Ellis

KORNIT was invented by JOHANN GUSTAV BIERICH, a subject of the Czar of Russia, residing at Menkenhof, near Lievenhof, Russia, and is a Homogeneous Horn or Hoof substance. Kornit is produced by grinding horn and hoof shavings and waste into a palpable powder and then pressing under heavy hydraulic pressure with heat into a homogeneous slab. This slab produces a substance which can be sawed or turned the same as ordinary wood. It is of a beautiful black consistency and IS EXTREMELY VALUABLE as a NON-CONDUCTOR FOR ELECTRICAL SUPPLIES. It is a matter of record that the electrical industry in this country AT THIS TIME DOES NOT HAVE a satisfactory material for heavy or high insulating purposes. A slab of Kornit one inch thick was tested in Trenton, New Jersey, by the Imperial Porcelain Works and was FOUND TO HAVE RESISTED 96,000 VOLTS OF ELECTRICITY. It may be interesting to note here that the heaviest voltage which is transmitted in this country is between Niagara, Buffalo and Lockport, New York. The voltage transmitted by this company is between 40,000 and 50,000 volts. Kornit is equally as good as a non-conductor for electrical purposes and supplies as is hard rubber.

The average price of hard vulcanized rubber for electrical purposes is to-day considerably over one dollar per pound — at the present writing something like $1.25 per pound.

KORNIT CAN BE SOLD AT TWENTY-FIVE

CENTS PER POUND, and AN ENORMOUS profit can be made at this price, so that it CAN EASILY BE SEEN that where KORNIT is EQUALLY AS GOOD, and AS A MATTER OF FACT, in many instances, a BETTER non-conductor than hard rubber, it can compete in every case where it can be used with great success on account of its price. For electrical panel boards, switchboards, fuse boxes, cut-outs, etc., there are other materials used, such as vulcanized paper fibre, slate, marble, etc. A piece of vulcanized paper fibre, 3x4x1 inch, in lots of 1,000, brings 20 cents per piece. A piece of Kornit of the SAME DIMENSIONS could be sold with the ENORMOUS PROFIT OF OVER 100 PER CENT. at ten cents. The absorptive qualities of Kornit render it such that IT IS FAR PREFERABLE to that of vulcanized fibre. It will not maintain



MR. JOHANN GUSTAV BIERICH, THE INVENTOR OF KORNIT, IN HIS SUMMER GARDEN AT MENKENHOF, RUSSIA

a flame. Of all the materials which are now in the electrical market for supplies and insulators there is, as we have stated above, none that are satisfactory. Kornit will fill this place. Its tensile strength per square inch averages from 1,358 pounds to 1,811 pounds, which the reader can readily see IS MORE THAN SATISFACTORY. This test was made by a well-known electrical engineer, who is now acting in that capacity for the United States Government with a Standard Riehle Bros. testing machine.

Waste horn and whole hoofs are being sold by the ton to-day principally only for fertilizing purposes. There is one town alone, Leominster, Mass., where they have an average of eight tons of horn shavings every day. These waste horn shavings are now only being sold for fertilizing material. These eight tons of horn shavings manufactured into Kornit and sold for electrical purposes would easily bring $3,000. At this price it would be selling for less than one-fifth of what hard rubber would cost, and about one-half what other competitive materials would sell for, even though they would not be as satisfactory as Kornit.

Kornit had been in use in Russia about four years. In Riga, Russia, which is the largest seaport town of Western Russia, the Electrical Unions there are using Kornit with the greatest satisfaction, finding it preferable to any other insulating material.

The expense of manufacturing Kornit from the horn shavings is not large, as the patentee, Mr. Bierich, has invented an economical and satisfactory process which produces an article that, in the near future, will be used in the construction of almost every building in this country.

Besides electrical insulators, Kornit can be used for the manufacturing of furniture, buttons, door handles, umbrella, cane, knife and fork handles, brush and sword handles, revolver handles, mirror backs, picture frames, toilet accessories, such as fancy glove boxes, jewel cases, glove stretchers, shoe lifts, etc.; office utensils, such as paper knife and pen holders, ink stands, pen racks; medical instruments, such as syringes, ear trumpets, etc., etc.; pieces for games, such as draughts, chessmen, dominoes, checkers, counters, chips, cribbage boards, etc.; telephone ear pieces, stands, etc.; piano keys, typewriter keys, adding machine and cash register keys, tea trays, ash trays, scoops, mustard and other spoons, salad sets, cigar and cigarette cases, cigar and cigarette holders, match boxes, and

hundreds of other useful and ornamental articles, all at a large and remunerative profit.

THE GREAT DEMAND FOR KORNIT IN THIS COUNTRY

THERE is one manufacturer ALONE here in New York that uses 60,000 square feet of insulating material for panel boards every year. He is now using slate and marble, but IT IS NOT SATISFACTORY, for the reason that in boring and transportation IT BREAKS SO EASILY. KORNIT WILL ANSWER THE PURPOSE OF MANUFACTURING PANEL BOARDS VERY MUCH MORE SATISFACTORILY. On 60,000 square feet of Kornit there would be a net profit of over $30,000, or 50 cents for every square foot used. THIS ONE EXAMPLE is cited to show you THE ENORMOUS PROFITS which can be made. There are a great many other panel and switchboard manufacturers in this country. You may be interested to know that a panel board is a small switchboard. There is one or more on every floor of all large buildings where electricity is used. They each have a number of switches mounted on them, so that those in charge can turn certain lights on or off, and by these panel boards all the electrical power in the building is controlled. They must be of a reliable non-conducting material. Kornit can be used for this purpose almost exclusively. The largest electrical manufacturing concerns in Riga, Russia, ARE USING KORNIT ONLY FOR THIS PURPOSE, after having tried all other so-called non-conducting compositions. The electrical trades alone can consume a great many tons of Kornit every day in the year. If only two tons of Kornit is manufactured and sold every working day in the year IT WILL ENABLE THE KORNIT MANUFACTURING COMPANY TO PAY 16 PER CENT. DIVIDENDS EVERY YEAR. Of course, if four tons a day are sold the dividends would be over 32 per cent. per year. THIS IS NOT IMPROBABLE. AN EXPERT ELECTRICAL ENGINEER who holds one of the most responsible positions here in New York City made the statement, after thoroughly examining and testing Kornit for electrical purposes, that in his most conservative estimation there can be ten tons of manufactured Kornit sold every working day in the first year. This would mean that the Kornit Manufacturing Company would pay a dividend out of its earnings the first year of over seventy-five per cent. (75%). This is probably more than will be paid the first year, but there certainly seems to be a good prospect of paying a large dividend the first year.

If you will carefully cast over in your mind and pick out twenty of the wealthiest people you personally know you will find in each case that it is a fact that years ago each one of these persons, or their ancestors, learned how to make a little money do a whole lot of work, and that now they and their children reap the benefit in a golden harvest.

You can do the same. Only you must make a beginning. Here is a Financial Opportunity. Take advantage of it now—not to-morrow, but right now, to-day. You are making money. Why not invest a little and later on reap the benefit? It is a wise thing to do, and the wise and thoughtful people who are doing it are the ones that live in ease.

THERE WILL BE SUCH AN ENORMOUS DEMAND FOR KORNIT AFTER IT BECOMES INTRODUCED THAT FROM YEAR TO YEAR THE DIVIDENDS EARNED WILL BECOME LARGER AND LARGER. THIS IS THE BEST OPPORTUNITY TO MAKE AN INVESTMENT THAT YOU HAVE EVER HAD.

It is a well-known fact that THE MOST LEGITIMATE AND PROFITABLE way to MAKE MONEY is by manufacturing some product that is "NECESSARY" and ONE THAT CAN BE FULLY CONTROLLED so that nobody else can manufacture the same article. Look at Sugar (which is protected by a high tariff); at Standard Oil, the Telephone, the Telegraph, and we might go on and enumerate many more monopolies. THEY ARE THE BIG MONEY MAKERS OF TO-DAY. KORNIT CANNOT BE MANUFACTURED BY ANYBODY IN THIS COUNTRY EXCEPT OURSELVES OR OUR AGENTS. We own all the patents

issued by the UNITED STATES GOVERNMENT to the inventor, MR. JOHANN GUSTAV BIERICH, IN RUSSIA. These patents HAVE BEEN BOUGHT from Mr. Bierich and ARE DULY TRANSFERRED TO THE KORNIT MANUFACTURING COMPANY, and the same is DULY RECORDED IN THE PATENT OFFICE OF THE UNITED STATES.

LEGAL PAPERS HAVE BEEN SIGNED FOR A FACTORY

WE have secured a fine factory in Newark (Belleville Station), N. J. The machinery is now being assembled. To this end the services of the son of the inventor, MR. KURT BIERICH, who is a graduate of FREIBURG UNIVERSITY, GERMANY, has been retained. He will arrive in this country in the near future to take full charge of the scientific construction of the factory. MR. KURT BIERICH spent two years in his father's factory at MENKENHOF, RUSSIA, and six months at the workshops in RIGA, RUSSIA, mastering every minute detail of the manufacturing and working departments. MR. BIERICH, JR., has been employed for six months recently in superintending the erection of a Kornit factory for the English company at Stoke Newington, N., London, WHICH HE HAS JUST BROUGHT TO COMPLETION IN THE MOST SATISFACTORY MANNER. MR. BIERICH, JR., will have full charge of erecting and maintaining the KORNIT FACTORY IN THIS COUNTRY. It is planned that before the present year is over, THAT OUR FACTORY WILL BE IN FULL OPERATION AND THAT KORNIT SHALL BE A WELL-KNOWN AND UNIVERSALLY USED ARTICLE IN THE ELECTRICAL AND OTHER TRADES OF THIS COUNTRY, EARNING AND PAYING LARGE AND SATISFACTORY DIVIDENDS EACH AND EVERY SIX MONTHS. A few shares obtained now may be the foundation for a fortune or the much-desired income for support in the unknown years that are to come. We leave it to you if it would not seem good judgment to take immediate advantage of this opportunity. Anyway, please write me at once and let me know just what you will do. If it is not possible for you to take shares now, write and tell me how many you would like and how soon it will be convenient for you to do so, provided I will reserve them for you. As soon as I receive your letter I will answer it WITH A PERSONAL LETTER AND WILL ARRANGE MATTERS AS YOU WISH TO THE BEST OF MY ABILITY.

REMEMBER, I HAVE A GREAT MANY THOUSAND DOLLARS INVESTED IN THE KORNIT MANUFACTURING COMPANY, and the minute you buy a share or more in this Company we become CO-PARTNERS as CO-SHAREHOLDERS. It is for our mutual benefit to watch and guard each other's interests. I WILL BE GRATEFUL IF YOU WILL WRITE ME TO-DAY, so that I may know just what you will do.

I know you will agree with me that you have never had presented to your notice a better opportunity to make an investment where such large profits can be made because of the exclusiveness of control, and the great demand and the low cost of the raw material, which is now almost practically thrown away. Join me in this investment, and I assure you it is my sincere belief that in the future you will say: "That is the day I made the most successful move in my whole life."

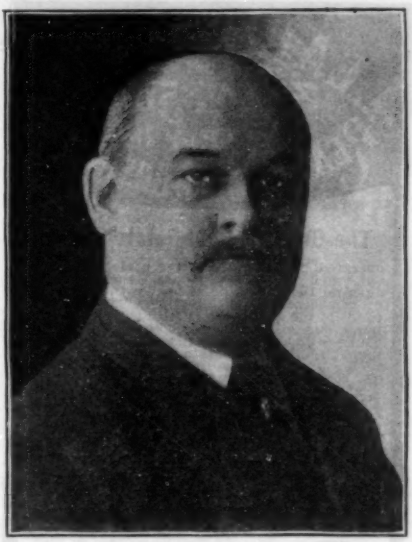
MY OFFER TO YOU TO-DAY

THE KORNIT MANUFACTURING COMPANY is incorporated under the laws of New Jersey and is capitalized with 50,000 FULLY PAID NON-ASSESSABLE shares at $10 each. It is my intention to sell A LIMITED NUMBER ONLY OF THESE SHARES at the par value of $10 each. TEN DOLLARS WILL BUY ONE SHARE. TWENTY DOLLARS WILL BUY TWO SHARES. FIFTY DOLLARS WILL BUY FIVE SHARES. ONE HUNDRED DOLLARS WILL BUY TEN SHARES. ONE THOUSAND DOLLARS ONE HUNDRED SHARES, AND SO ON. After you have bought one or more shares in THE KORNIT MANUFACTURING COMPANY you may feel as I do, that you have placed your savings WHERE THEY WILL DRAW REGULAR and SATISFACTORY LARGE DIVIDENDS.

I SHOULD NOT BE A BIT SURPRISED if these shares paid dividends as high as one hundred per cent. in the not far distant future. Consequently, a few dollars invested now in the shares of the KORNIT MANUFACTURING COMPANY will enable you in the future to draw a REGULAR INCOME from the large profits of the Company as they are earned. THE DIVIDENDS will be paid semi-annually, every six months, the first of May and November of each year. THIS IS ONE OF THE BEST OPPORTUNITIES YOU WILL EVER HAVE PRESENTED TO YOU IN YOUR WHOLE LIFETIME. I HAVE INVESTED A GREAT MANY THOUSAND DOLLARS IN THE KORNIT MANUFACTURING COMPANY, AND I FEEL SURE IT IS ONE OF THE BEST INVESTMENTS I HAVE EVER MADE. I can TRUTHFULLY say to you that I FULLY BELIEVE that you will be more than pleased with your investment and that YOU WILL NEVER BE SORRY. REMEMBER, that you here have an opportunity to become interested in a large industrial manufacturing concern manufacturing a product, with an exclusive monopoly, which HAS NEVER BEFORE been manufactured or sold in this country.

Remember, that it is by no means an experiment, as IT HAS BEEN SUCCESSFULLY MANUFACTURED AND SOLD FOR OVER FOUR YEARS IN RUSSIA AT A LARGE PROFIT, and the manufacturer and inventor recently wrote that the DEMAND IS INCREASING EVERY DAY, beyond the capacity of their manufacturing facilities.

Now is the time for you to take advantage of this magnificent opportunity to make an investment in these shares. I EARNESTLY BELIEVE that in a few years THESE SHARES WILL BE WORTH FROM FIFTY DOLLARS TO ONE HUNDRED DOLLARS each on account of THE LARGE DIVIDENDS which the company will earn and regularly pay each and every six months. It is a well-known fact that $10 shares that pay fifty (50) to one hundred (100) per cent. dividends will readily sell in the open market for $50 to $100. THE OUTLOOK FOR THE KORNIT MANUFACTURING COMPANY is such that it seems impossible for the earnings to fall far short of these figures. If the company only makes and sells two tons of Kornit a day for the first year, and makes a profit of only two hundred dollars per ton, it would mean a profit of over sixteen per cent. (16%) the first year. If this business were doubled the second year, of course the earning capacity would double and the dividends would be over thirty-two per cent. (32%). Prominent and well-known Electrical Engineers assure me that this product cannot help and is bound to make enormous profits. I would recommend that you send for as many shares as you may wish at once. You, in my conservative opinion, can



PRESIDENT CHARLES E. ELLIS.

safely count on the large earning capacity of these shares. I will at once write you a personal letter with full information, and send you our illustrated book, "A Financial Opportunity," containing a score of photographs of the KORNIT industry, taken in Russia.

Please let me hear from you.

Yours very truly,

CHARLES E. ELLIS,

PRESIDENT,

719 Temple Court, 5 and 7 Beekman St.,

New York City, New York.

[Mr. Ellis besides being President of this company is also President of two other large and successful companies, owning shares therein valued conservatively at over $250,000.00. Mr. Ellis has other investments in New York City real estate, bonds, stocks and mortgages to the amount of many more hundreds of thousands of dollars. Any bank or mercantile agency will tell you his guarantee is as good as gold. THIS is a successful man who wishes you for a Co-partner as a Shareholder and Dividend Receiver in this Company. Remember you will do business personally with Mr. Ellis in this matter.

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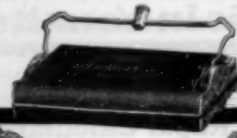

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Do you want to buy a Paint that has no sediment in the bottom of the Can?

If you do, send for my free Paint Book, Color Card, and my Little Book.

These books will tell you all about my new method of manufacturing and selling fresh paint.

I ship my Paint Pigment — which is White Lead, Zinc, Drier, and Coloring Matter, not in powder form but ground in oil, in one can, and my Oilo — which is pure old process, cold-pressed linseed oil, in another. When ready to paint, pour them together — that's all.

This method keeps the mineral pigment away from the oil until ready to use.

The chemical action of mineral pigment on pure linseed oil in ready-made paint eats the life out of the oil.

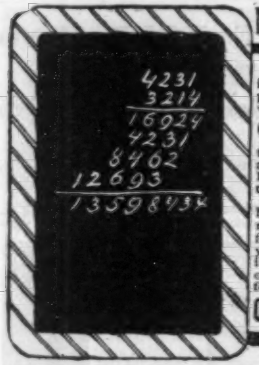
You can open and use on your buildings two gallons of any order of six gallons or more. If not entirely satisfactory, send the balance of order back to me at my expense. The two gallons used cost you nothing.

Will pay all freight, and give an iron-clad eight-year guarantee, pen and ink signed.

My eight-year guarantee is backed by a $50,000 bond.

If you have any painting to do, send for my Books; they will post you on the kind of paint to use, and the price to pay, no matter where you buy.

O. L. CHASE, The Paint Man.
601 G. Locust Street, St. Louis, Mo.



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Wouldn't you like to be able to figure this and hundreds of other similar problems in your head? Wouldn't you like to be able to add, subtract, multiply, and divide any problem almost instantly without writing any partial product—to be able to simply write the answer?

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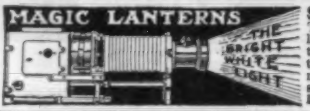

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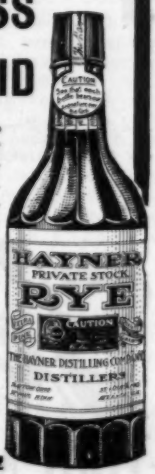

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Dayton, O. St. Louis, Mo. St. Paul, Minn. Atlanta, Ga.

Distillery, Troy, O. Capital $500,000.00, paid in full. Established 1866.

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See that the cork or crown is branded.

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No. 40 A magnificent creation. Gold covered price in morocco or plush box $20.00. **No. 14** covering sterling silver Filigree price $5.00. Same gold covered price $6.00. **No. 23** hexagon, price $3.00. **No. 20** no ornamentation price 2.50.

No. 15 pearl barrel gold bands cap gold Filigree a beauty price $7.00. **No. 6** chased barrel 2 gold bands price $3.00. Other Parker Pens at $1.50 and $2.00. All warranted. A cheaper but serviceable pen. "The Palmer" price $1.00

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For Shakespeare's Seven Ages

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Pure milk and the extracts of selected malted grains. A delicious food-drink is ready in a moment by simply stirring the powder in water. In Lunch Tablet form also, a healthful confection for children, recommended by physicians. Excellent as a lunch at recess.

A sample, vest pocket lunch case, also booklet, giving valuable recipes, sent if requested. At all druggists.

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Hurry, keen concentration,
Hard, nervous Brain work,
Either in Woman or Man,
Does no Harm—*or*
Does Terrible Injury.
It all depends on FOOD
and the mental condition.

If you find yourself growing weak, or that stomach or any other trouble is setting in, it's a sure sign you are using up more gray matter than the food replaces.

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Change your diet! Quit Coffee entirely,
Breakfast on a little Fruit,
A dish of GRAPE-NUTS and Cream,
A Soft-boiled Egg, Toast, and
A Cup of POSTUM.

There you are, nourished and happy until lunch time, and sure you have the food that the life forces use to fully rebuild the waste in gray matter in nerves and brain.

"There's a Reason." *Prove it, YOU.*

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This harmless remedy is endorsed and has been successfully used by leading physicians for the past fifteen years.

Sold by best druggists.

Beware of preparations with similar names

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Sample pair, Silk 50c., Cotton 25c. Mailed on receipt of price.

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A GIGANTIC FRAUD.....By Florence Warden
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We compose music to your words.

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The Quickest Road to **Fame and Fortune**

Do you know that Your song may be worth **Thousands of Dollars**

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ROYALTY PAID ON SONG-POEMS

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We make no charge for instruction or criticism and pay promptly for salable matter. Send four cents, mentioning in what line you are interested, and we will mail you our booklet, "Cash Returns". It tells how we can effect quick sales and get better prices for you.

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LEARN TO WRITE ADVERTISEMENTS

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HAVE you made money? — that's the all-important question. Does your salary show that you have risen in value to your firm? Has your business largely increased? If not, you should start right in now to make a different record for 1906.

WE WILL HELP YOU AS WE HAVE HELPED HUNDREDS, TO GET INTO THE $25.00 TO $100.00 A WEEK CLASS.

It would make a wooden man enthusiastic to read the letters from Page-Davis advertisement writers of 1905, who about a year ago woke up, pulled out of the rut, and determined to make 1905 a record breaker in their business experience. They were clerks, stenographers, bookkeepers, office assistants, salesmen, teachers — all the usual 8 o'clock crowd — besides men in business for themselves. They realized that a lack of advertising knowledge had held them back, and they enrolled with us for a course of thorough training, by mail. The result — nearly every one of them is in a far better financial position to start this New Year. Some we placed in advertising positions at double their former salaries; many advanced to highly remunerative advertising positions in the houses they were with; and others greatly extended their own businesses. Each one of them looks back to the day of his enrollment as the turning point in his business career.

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The Prominent Capitalist

Philadelphia, October 18, 1905.

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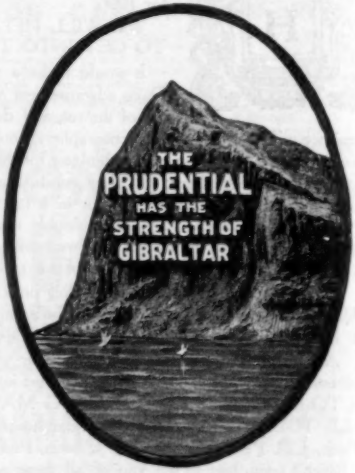

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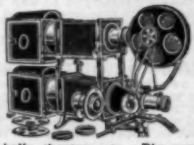

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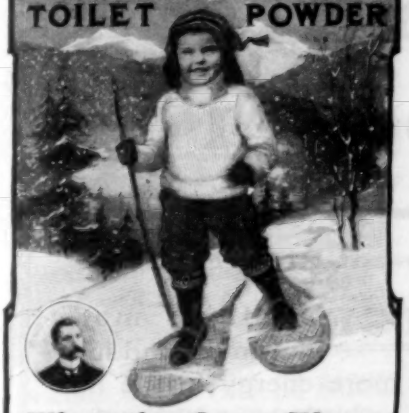

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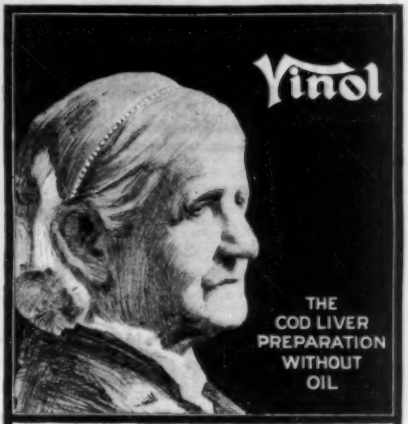

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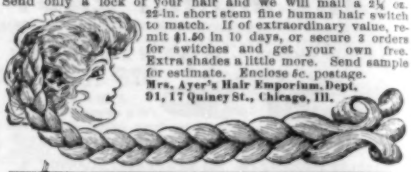

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at the decisive battle of the Sea of Japan was: "The destiny of our Empire depends upon this action. You are all expected to do your utmost." Every father is expected to do his utmost for his family, and that's why so many take out Life Insurance.

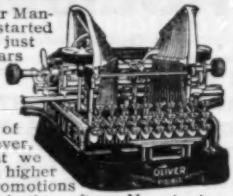
Henry Ward Beecher was a constant advocate of sound life insurance. He taught his people never to expect Providence to do for them what they could do for themselves.

Andrew Carnegie recently said: "Every young man should get his life insured. The young man who neglects to insure his life, even though it entails some hardships to meet the premiums, does himself and those dependent upon him an injustice." The Prudential furnishes an easy method through its varied line of policies.

The Prudential will do for you and yours what it is doing for millions of others. Issues a policy at low cost providing Sound Protection and Liberal Dividends with Certainty of Prompt Settlement.

Write to the home office of the Company at Newark, New Jersey, for further information.—The Prudential Insurance Co., Newark, N. J.

From Local Agent to Manager



ONE of our Managers started with us just *three* years ago as local agent. He then made about $30 a month.

At the end of two years, however, we decided that we needed him in a higher position, and promotions followed regularly thereafter. Now he is a manager.

You see, he understood so thoroughly the superiority of the OLIVER—its great money and labor-saving features—that he was able to impress his customers with the same knowledge. Consequently, his customers saw the absurdity of buying *other* typewriters than the Oliver.

For these other typewriters would lose them money and would not turn out as neat work—hence he sold many Olivers.

If you were to meet that man you would *not* be very much impressed with him.

He really isn't a brilliant man at all—that is, he isn't witty, "clever" or smart, you know.

But just talk typewriter to him. He will in about ten minutes show you *why* the Oliver is the best and neatest writer—why it saves *Time, Money*, Operator's Labor and Worry—and why it is the most durable in the world.

And do you know why he can talk so convincingly about the Oliver—why he *makes sales?* Well, it's simply because he *knows*

The OLIVER Typewriter

The Standard Visible Writer

He knows the care with which we select materials for the Oliver, so as to obtain only the best and most durable—he knows how we test each part—he knows about our skilled experts, the best typewriter makers in the world, to put these best materials together.

In short, he knows what the Oliver will do from its superior *Mechanical Construction*.

* * *

Now, you see, there's nothing brilliant, "clever" nor smart about that—is there?

That kind of salesmanship just comes from a thorough knowledge of the Oliver—doesn't it?

Well, we stand ready to put *you* in just the same kind of position we have placed him.

We'll give you the same *complete* knowledge of the Oliver—by personal letters, booklets, literature, etc. Then we'll give you a local agency for the Oliver which you can attend to at your convenience—to increase your present pay—if you want to.

And we'll send our traveling salesmen to help you sell the Oliver—at our expense—if you want them.

Then, *remember* it won't be a question of your personality—your "cleverness"—nor your "smartness"—to get a big salary each year with us—but it will simply depend on your ability to so *thoroughly* understand the superiority of the Oliver that you can represent it faithfully and accurately to your customers—for we know that's all that is necessary to do to make the people see they *can't afford* to be without the Oliver.

That shouldn't be hard to do—should it?

Write us today for particulars—don't delay, for of course some one may apply for your locality if you put off writing. So write *today*. Address

THE OLIVER TYPEWRITER CO.
114 Wabash Ave., Chicago

We want Local Agents in Canada.

Principal Foreign Office—75 Queen Victoria Street, London.

Don't Wait

to send your order for a Rebuilt Fay-Sholes typewriter until they have all been sold. You can order from us by mail just as easily and safely as you can deal with your home bank. Each order gets prompt and careful attention. Every machine we sell is complete with cloth cover, box of tools and an instruction book **READY for USE**, and guaranteed one year, **sold only BY MAIL direct from the factory**, as follows:

1900 model (sold in 1900 and 1901 for $100.00 each) now $35.00 cash or $37.50 on easy payments. (Very few left.)

1902 model (sold in 1902 and 1903 for $100.00 each) now $47.50 cash or $50.00 on easy payments. Modern high-class, light running, fast and durable, nothing better for correspondence. (Limited number left.)

1904 model (sold last year for $100.00 each) now $57.50 cash or $62.00 on easy payments. 2-color ribbon feature, tabulator, and other up-to-date improvements described in special catalogue. Whether you use one or one hundred typewriters, send for catalogue before you order any other machine which does less, runs harder and may cost more.

Write to-day for free sample of writing and illustrated 32-page book describing each machine, our method of shipping typewriters anywhere on 10 days' trial, why you save money in ordering by mail direct, and how you get all your money back promptly if you are not fully satisfied.

FAY-SHOLES FACTORY
108 Rees St., Chicago

DEFORMITIES CURED

SEND FOR THIS BOOK

IT'S FREE FOR THE ASKING

It tells of an experience of over 30 years in the treatment of Deformities and Paralysis.

It tells what has been done and what can be done in a Sanitarium properly equipped and devoted exclusively to the treatment of Club Feet, Spinal Diseases and Deformities, Hip Disease, Crippled and Deformed Joints and Limbs, Infantile Paralysis, etc.

It tells how the above conditions can be corrected without surgical operations, plaster paris applications or painful treatment of any kind. Ask for it.

THE L. C. McLAIN ORTHOPEDIC SANITARIUM
3100 PINE ST., ST. LOUIS, U. S. A.

A Financial Opportunity

¶ I wonder if I could place before you an opportunity which is not a gold, silver, copper or any kind of a mine, not an oil or gas well, not a gambling proposition in stocks, bonds, grain or provisions, but one dealing with a possibility — greater, safer and more certain than any of these — would you then be interested sufficiently to write me at once? Do so — it costs you nothing. Personally, I am financially and morally responsible. I have that which revolutionizes a staple article of industry. I will send all this at my expense. Read "The Story of Kornit" below and then please let me hear from you.

THE STORY OF KORNIT

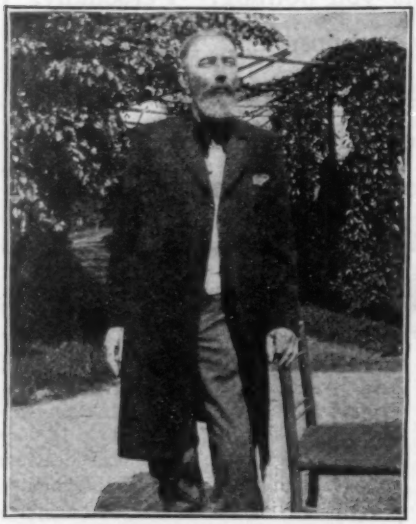
By President Chas. E. Ellis

KORNIT was invented by JOHANN GUSTAV BIERICH, a subject of the Czar of Russia, residing at Menkenhof, near Lievenhof, Russia, and is a Homogeneous Horn or Hoof substance. Kornit is produced by grinding horn and hoof shavings and waste into a palpable powder and then pressing under heavy hydraulic pressure with heat into a homogeneous slab. This slab produces a substance which can be sawed or turned the same as ordinary wood. It is of a beautiful black consistency and IS EXTREMELY VALUABLE as a NON-CONDUCTOR FOR ELECTRICAL SUPPLIES. It is a matter of record that the electrical industry in this country AT THIS TIME DOES NOT HAVE a satisfactory material for heavy or high insulating purposes. A slab of Kornit one inch thick was tested in Trenton, New Jersey, by the Imperial Porcelain Works and was FOUND TO HAVE RESISTED 96,000 VOLTS OF ELECTRICITY. It may be interesting to note here that the heaviest voltage which is transmitted in this country is between Niagara, Buffalo and Lockport, New York. The voltage transmitted by this company is between 40,000 and 50,000 volts. Kornit is equally as good as a non-conductor for electrical purposes and supplies as is hard rubber.

The average price of hard vulcanized rubber for electrical purposes is to-day considerably over one dollar per pound — at the present writing something like $1.25 per pound.

KORNIT CAN BE SOLD AT TWENTY-FIVE

CENTS PER POUND, and AN ENORMOUS profit can be made at this price, so that it CAN EASILY BE SEEN that where KORNIT is EQUALLY AS GOOD, and AS A MATTER OF FACT, in many instances, a BETTER non-conductor than hard rubber, it can compete in every case where it can be used with great success on account of its price. For electrical panel boards, switchboards, fuse boxes, cut-outs, etc., there are other materials used, such as vulcanized paper fibre, slate, marble, etc. A piece of vulcanized paper fibre, 3x4x1 inch, in lots of 1,000, brings 20 cents per piece. A piece of Kornit of the SAME DIMENSIONS could be sold with the ENORMOUS PROFIT OF OVER 100 PER CENT. at ten cents. The absorptive qualities of Kornit render it such that IT IS FAR PREFERABLE to that of vulcanized fibre. It will not maintain



MR. JOHANN GUSTAV BIERICH, THE INVENTOR OF KORNIT, IN HIS SUMMER GARDEN AT MENKENHOF, RUSSIA

a flame. Of all the materials which are now in the electrical market for supplies and insulators there is, as we have stated above, none that are satisfactory. Kornit will fill this place. Its tensile strength per square inch averages from 1,358 pounds to 1,811 pounds, which the reader can readily see IS MORE THAN SATISFACTORY. This test was made by a well-known electrical engineer, who is now acting in that capacity for the United States Government with a Standard Riehle Bros. testing machine.

Waste horn and whole hoofs are being sold by the ton to-day principally only for fertilizing purposes. There is one town alone, Leominster, Mass., where they have an average of eight tons of horn shavings every day. These waste horn shavings are now only being sold for fertilizing material. These eight tons of horn shavings manufactured into Kornit and sold for electrical purposes would easily bring $3,000. At this price it would be selling for less than one-fifth of what hard rubber would cost, and about one-half what other competitive materials would sell for, even though they would not be as satisfactory as Kornit.

Kornit has been in use in Russia about four years. In Riga, Russia, which is the largest seaport town of Western Russia, the Electrical Unions there are using Kornit with the greatest satisfaction, finding it preferable to any other insulating material.

The expense of manufacturing Kornit from the horn shavings is not large, as the patentee, Mr. Bierich, has invented an economical and satisfactory process which produces an article that, in the near future, will be used in the construction of almost every building in this country.

Besides electrical insulators, Kornit can be used for the manufacturing of furniture, buttons, door handles, umbrella, cane, knife and fork handles, brush and sword handles, revolver handles, mirror backs, picture frames, toilet accessories, such as fancy glove boxes, jewel cases, glove stretchers, shoe lifts, etc.; office utensils, such as paper knife and pen holders, ink stands, pen racks; medical instruments, such as syringes, ear trumpets, etc., etc.; pieces for games, such as draughts, chessmen, dominoes, checkers, counters, chips, cribbage boards, etc.; telephone ear pieces, stands, etc.; piano keys, typewriter keys, adding machine and cash register keys, tea trays, ash trays, scoops, mustard and other spoons, salad sets, cigar and cigarette cases, cigar and cigarette holders, match boxes, and

hundreds of other useful and ornamental articles, all at a large and remunerative profit.

THE GREAT DEMAND FOR KORNIT IN THIS COUNTRY

THERE is one manufacturer ALONE here in New York that uses 60,000 square feet of insulating material for panel boards every year. He is now using slate and marble, but IT IS NOT SATISFACTORY, for the reason that in boring and transportation IT BREAKS SO EASILY. those in charge can turn certain lights on or off, and by these panel boards all the electrical power in the building is controlled. They must be of a reliable non-conducting material. Kornit can be used for this purpose almost exclusively. The largest electrical manufacturing concerns in Riga, Russia, ARE USING KORNIT ONLY FOR THIS PURPOSE, after having tried all other so-called non-conducting compositions. The electrical trades alone can consume a great many tons of Kornit every day in the year. If only two tons of Kornit is manufactured and sold every working day in the year IT WILL ENABLE THE KORNIT MANUFACTURING COMPANY TO PAY

KORNIT FACTORY, NEWARK, N. J. (BELLEVILLE STATION)

KORNIT WILL ANSWER THE PURPOSE OF MANUFACTURING PANEL BOARDS VERY MUCH MORE SATISFACTORILY. On 60,000 square feet of Kornit there would be a net profit of over $30,000, or 50 cents for every square foot used. THIS ONE EXAMPLE is cited to show you THE ENORMOUS PROFITS which can be made. There are a great many other panel and switchboard manufacturers in this country. You may be interested to know that a panel board is a small switchboard. There is one or more on every floor of all large buildings where electricity is used. They each have a number of switches mounted on them, so that

16 PER CENT. DIVIDENDS EVERY YEAR. Of course, if four tons a day are sold the dividends would be over 32 per cent. per year. THIS IS NOT IMPROBABLE. AN EXPERT ELECTRICAL ENGINEER who holds one of the most responsible positions here in New York City made the statement, after thoroughly examining and testing Kornit for electrical purposes, that in his most conservative estimation there can be ten tons of manufactured Kornit sold every working day in the first year. This would mean that the Kornit Manufacturing Company would pay a dividend out of its earnings the first year of over seventy-five per cent.

(75%). This is probably more than will be paid the first year, but there certainly seems to be a good prospect of paying a large dividend the first year.

THERE WILL BE SUCH AN ENORMOUS DEMAND FOR KORNIT AFTER IT BECOMES INTRODUCED THAT FROM YEAR TO YEAR THE DIVIDENDS EARNED WILL BECOME LARGER AND LARGER. THIS IS THE BEST OPPORTUNITY TO MAKE AN INVESTMENT THAT YOU HAVE EVER HAD.

It is a well-known fact that THE MOST LEGITIMATE AND PROFITABLE way to MAKE MONEY is by manufacturing some product that is "NECESSARY" and ONE THAT CAN BE FULLY CONTROLLED so that nobody else can manufacture the same article. Look at Sugar (which is protected by a high tariff); at Standard Oil, the Telephone, the Telegraph, and we might go on and enumerate many more monopolies. THEY ARE THE BIG MONEY MAKERS OF TO-DAY. KORNIT CANNOT BE MANUFACTURED BY ANYBODY IN THIS COUNTRY EXCEPT OURSELVES OR OUR AGENTS. We own all the patents issued by the UNITED STATES GOVERNMENT to the inventor, MR. JOHANN GUSTAV BIERICH, IN RUSSIA. These patents HAVE BEEN BOUGHT from Mr. Bierich and ARE DULY TRANSFERRED TO THE KORNIT MANUFACTURING COMPANY, and the same is DULY RECORDED IN THE PATENT OFFICE OF THE UNITED STATES.

WE HAVE A FINE FACTORY

OUR factory is located in Newark, N. J. (Belleville Station). The machinery is now being assembled. To this end the services of the son of the inventor, MR. KURT BIERICH, who is a graduate of FREIBURG UNIVERSITY, GERMANY, has been retained. He will arrive in this country in the near future to take full charge of the scientific construction of the factory. MR. KURT BIERICH spent two years in his father's factory at MENKENHOF, RUSSIA, and six months at the workshops in RIGA, RUSSIA, mastering every minute detail of the manufacturing and working departments. MR. BIERICH, JR., has been employed for six months recently in superintending the erection of a Kornit factory for the English company at Stoke Newington, N., London, WHICH HE HAS JUST BROUGHT TO COMPLETION IN THE MOST SATISFACTORY MANNER. MR. BIERICH, JR., will have full charge of erecting and maintaining the KORNIT FACTORY IN THIS COUNTRY. It is planned THAT OUR FACTORY WILL BE COMPLETED BY FEBRUARY 1ST AND THAT KORNIT SHALL BE A WELL-KNOWN AND UNIVERSALLY USED ARTICLE IN THE ELECTRICAL AND OTHER TRADES OF THIS COUNTRY, EARNING AND PAYING LARGE AND SATISFACTORY DIVIDENDS EACH AND EVERY SIX MONTHS. A few shares obtained now may be the foundation for a fortune or the much-desired income for support in the unknown years that are to come. We leave it to you if it would not seem good judgment to take immediate advantage of this opportunity. Anyway, please write me at once and let me know just what you will do. If it is not possible for you to take shares now, write and tell me how many you would like and how soon it will be convenient for you to do so, provided I will reserve them for you. As soon as I receive your letter I will answer it WITH A PERSONAL LETTER AND WILL ARRANGE MATTERS AS YOU WISH TO THE BEST OF MY ABILITY.

REMEMBER, I HAVE A GREAT MANY THOUSAND DOLLARS INVESTED IN THE KORNIT MANUFACTURING COMPANY, and the minute you buy a share or more in this Company we become CO-PARTNERS as CO-SHAREHOLDERS. It is for our mutual benefit to watch and guard each other's interests. I WILL BE GRATEFUL IF YOU WILL WRITE ME TO-DAY, so that I may know just what you will do.

I know you will agree with me that you have never had presented to your notice a better opportunity to make an investment where such large profits can be made because of the exclusiveness of control, and the great demand and the low cost of the raw material, which is now almost practically thrown away. Join me in this investment, and I assure you it is my sincere belief that in the future you will say: "That is the day I made the most successful move in my whole life."

MY OFFER TO YOU TO-DAY

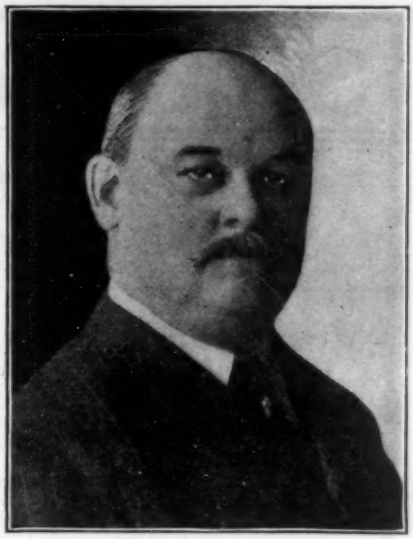
THE KORNIT MANUFACTURING COMPANY is incorporated under the laws of New Jersey and is capitalized with 50,000 FULLY PAID NON-ASSESSABLE shares at $10 each. It is my intention to sell A LIMITED NUMBER ONLY OF THESE SHARES at the par value of $10 each. TEN DOLLARS WILL BUY ONE SHARE. TWENTY DOLLARS WILL BUY TWO SHARES. FIFTY DOLLARS WILL BUY FIVE SHARES. ONE HUNDRED DOLLARS WILL BUY TEN SHARES. ONE THOUSAND DOLLARS ONE HUNDRED SHARES, AND SO ON. After you have bought one or more shares in THE KORNIT MANUFACTURING COMPANY you may feel as I do, that you have placed

your savings WHERE THEY WILL DRAW REGULAR and SATISFACTORY LARGE DIVIDENDS.

I SHOULD NOT BE A BIT SURPRISED if these shares paid dividends as high as one hundred per cent. in the not far distant future. Consequently, a few dollars invested now in the shares of the KORNIT MANUFACTURING COMPANY will enable you in the future to draw a REGULAR INCOME from the large profits of the Company as they are earned. THE DIVIDENDS will be paid semi-annually, every six months, the first of May and November of each year. THIS IS ONE OF THE BEST OPPORTUNITIES YOU WILL EVER HAVE PRESENTED TO YOU IN YOUR WHOLE LIFETIME. I HAVE INVESTED A GREAT MANY THOUSAND DOLLARS IN THE KORNIT MANUFACTURING COMPANY, AND I FEEL SURE IT IS ONE OF THE BEST INVESTMENTS I HAVE EVER MADE. I can TRUTHFULLY say to you that I FULLY BELIEVE that you will be more than pleased with your investment and that YOU WILL NEVER BE SORRY. REMEMBER, that you here have an opportunity to become interested in a large industrial manufacturing concern manufacturing a product, with an exclusive monopoly, which HAS NEVER BEFORE been manufactured or sold in this country.

Remember, that it is by no means an experiment, as IT HAS BEEN SUCCESSFULLY MANUFACTURED AND SOLD FOR OVER FOUR YEARS IN RUSSIA AT A LARGE PROFIT, and the manufacturer and inventor recently wrote that the DEMAND IS INCREASING EVERY DAY, beyond the capacity of their manufacturing facilities.

Now is the time for you to take advantage of this magnificent opportunity to make an investment in these shares. I EARNESTLY BELIEVE that in a few years THESE SHARES WILL BE WORTH FROM FIFTY DOLLARS TO ONE HUNDRED DOLLARS each on account of THE LARGE DIVIDENDS which the company will earn and regularly pay each and every six months. It is a well-known fact that $10 shares that pay fifty (50) to one hundred (100) per cent. dividends will readily sell in the open market for $50 to $100. THE OUTLOOK FOR THE KORNIT MANUFACTURING COMPANY is such that it seems impossible for the earnings to fall far short of these figures. If the company only makes and sells two tons of Kornit a day for the first year, and makes a profit of only two hundred dollars per ton, it would mean a profit of over sixteen per cent. (16%) the first year. If this business were doubled the second year, of course the earning capacity would double and the dividends would be over thirty-two per cent. (32%). Prominent and well-known Electrical Engineers assure me that this product cannot help and is bound to make enormous profits. I would recommend that you send for as many as you may wish at once. You, in my conservative opinion, can safely count on the large earning capacity of these shares. I will at once write you a personal letter with full information, and send you our illustrated book, "A Financial Opportunity," containing a score of photographs of the KORNIT industry, taken in Russia.



PRESIDENT CHARLES E. ELLIS.

Please let me hear from you.

Yours very truly,

CHARLES E. ELLIS,

PRESIDENT,

719 Temple Court, 5 and 7 Beekman St.,

New York City, New York.

[Mr. Ellis besides being President of this company is also President of two other large and successful companies, owning shares therein valued conservatively at over $250,000.00. Mr. Ellis has other investments in New York City real estate, bonds, stocks and mortgages to the amount of many more hundreds of thousands of dollars. Any bank or mercantile agency will tell you his guarantee is as good as gold. THIS is a successful man who wishes you for a Co-partner as a Shareholder and Dividend Receiver in this Company. Remember you will do business personally with Mr. Ellis in this matter.]

SCRIBNER'S

The CHRISTMAS NUMBER

Mrs. Frances Hodgson Burnett's The Dawn of a To-Morrow is a Christmas story, which in its humanity and broad appeal to the sympathies belongs to the succession of Christmas stories headed by Dickens's "Christmas Carol." It is illustrated in colors by F. C. Yohn.

Richard Harding Davis's The Spy is the first short story he has written in three years. It is a remarkable study of character, and holds the reader's interest from start to finish. Illustrated by F. D. Steele.

The Swarming of the White Bees, by Henry van Dyke, is one of this favorite author's most imaginative and beautiful poems. With decorations by J. C. Leyendecker, printed in tint.

Réveillon, by W. S. Moody, gives a vivid impression of the Christmas Eve festivities in Paris and tells a charming love story of a young Western girl. Illustrated by Alonzo Kimball.

Black Care and the Horseman, by Mary R. S. Andrews, is another story full of the spirit of the season with a charming note of sentiment. It points out how the spirit of achievement and courage may unseat even the blackest care. Illustrated by Walter Appleton Clark.

The instalment of **Mr. F. Hopkinson Smith's** stirring serial, **The Tides of Barnegat,** gives promise of the exceptional interest and dramatic quality of the story as it develops. Illustrated by George Wright.

Other stories by **Ralph D. Paine, Nelson Lloyd, Caroline Duer.** ¶ A richly illustrated article by **Kenyon Cox** about **HOLBEIN,** illustrated with examples of his most noted paintings. ¶ A vivid impression of the great Suez Canal by **Elizabeth Washburn Wright.** Illustrated by Guérin. ¶ A most interesting essay by **Brander Matthews,** on **OLD FRIENDS WITH NEW FACES,** in which he shows how much modern authors are indebted to the past for the motives of their stories. ¶ Other poems, etc.

MAGAZINE

The Illustrations

Mr. Yohn's very notable drawings accompanying Mrs. Burnett's story are in full color, as are also Mr. McCarter's beautiful decorations for Mr. Walsh's poem, "The Penitents." Mr. Leyendecker's decorations for Henry van Dyke's poem and Mr. Wright's drawings accompanying "The Tides of Barnegat" are printed in tint. The colored cover is from a drawing by Blendon Campbell.

Every one will want to read, during 1906

F. Hopkinson Smith's
"THE TIDES OF BARNEGAT," the new serial story.

Ernest Thompson Seton's
articles on THE GREAT HORNED GAME SPECIES OF NORTH AMERICA. Full of anecdote and the spirit of out-doors.

Joseph Jefferson
FRANCIS WILSON'S delightful recollections of the great actor.

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The great series by the foremost authorities of the day.

The First Forty Years of Washington Society
By a member of the famous Bayard family. Articles that will include impressions of the great figures of the time from JEFFERSON to CLAY and WEBSTER.

Papers on the American Indians
By E. S. Curtis, illustrated with more of his wonderful photographs.

The Diaries and Letters of George Bancroft
Impressions of Bismarck, von Moltke, and other leaders of modern Germany.

Short Stories
By KATE DOUGLAS WIGGIN, EDITH WHARTON, THOMAS NELSON PAGE, JAMES B. CONNOLLY, and other foremost writers.

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If You Suffer

From Germ Troubles, Please Learn What Liquozone Can Do.

Thousands who were sick—like you, perhaps—are well to-day because of Liquozone. Many had doctored long. Many were discouraged because other treatments had failed. But they were treating germ diseases with remedies which do not kill germs.

We offered to buy them a bottle of Liquozone—just as we offer you. They did with it what other remedies failed to accomplish. And those countless cured ones—scattered everywhere—are now telling others what Liquozone has done.

Kills Disease Germs.

Contact with Liquozone kills any form of disease germ, because germs are of vegetable origin. Yet to the body Liquozone is not only harmless, but helpful in the extreme. That is its main distinction. Common germicides are poisons when taken internally. That is why medicine has been so helpless in a germ disease. Liquozone is exhilarating, vitalizing, purifying; yet no disease germ can exist in it.

The virtues of Liquozone are derived solely from gases. They are generated from the best producers of oxygen, sulphur dioxide and other germicidal gases. The process of making requires large apparatus, and from 8 to 14 days' time. The object is to so fix the gases, and to combine them, as to carry into the system a powerful tonic-germicide.

We purchased the American rights to Liquozone after thousands of tests had been made with it. Its power had been proved, again and again, in the most difficult germ diseases. Then we offered to supply the first bottle free in every disease that required it. And over one million dollars have been spent to announce and fulfill this offer.

The result is that 11,000,000 bottles have been used, mostly in the past two years. To-day there are countless cured ones, scattered everywhere, to tell what Liquozone has done.

But so many others need it that this offer is published still. In the last few years, science has traced scores of diseases to germ attacks. Old remedies do not apply to them. We wish to show those sick ones—at our cost—what Liquozone can do.

Where It Applies.

These are the diseases in which Liquozone has been most employed. In these it has earned its widest reputation. In all of these troubles we supply the first bottle free. And in all—no matter how difficult—we offer each user a two months' further test without the risk of a penny.

Asthma	Fevers—Gall Stones
Abscess—Anæmia	Goitre—Gout
Bronchitis	Hay Fever—Influenza
Blood Poison	La Grippe
Bowel Troubles	Malaria—Neuralgia
Coughs—Colds	Piles—Quinsy
Consumption	Rheumatism
Contagious Diseases	Skin Diseases
Cancer—Catarrh	Tuberculosis
Dysentery—Diarrhea	Tumors—Ulcers
Dyspepsia—Dandruff	Throat Troubles
Eczema—Erysipelas	

Also most forms of the following:

Kidney Troubles	Liver Troubles
Stomach Troubles	Women's Diseases

Fever, inflammation or catarrh—impure or poisoned blood—usually indicate a germ attack.

In nervous debility Liquozone acts as a vitalizer, accomplishing remarkable results.

50c. Bottle Free.

If you need Liquozone, and have never tried it, please send us this coupon. We will then mail you an order on a local druggist for a full-size bottle, and will pay the druggist ourselves for it. This is our free gift, made to convince you; to let the product itself show you what it can do. In justice to yourself, please accept it to-day, for it places you under no obligations whatever.

Liquozone costs 50c. and $1.

CUT OUT THIS COUPON

Fill it out and mail it to The Liquozone Company, 458-464 Wabash Ave., Chicago.

My disease is .....

I have never tried Liquozone, but if you will supply me a 50c bottle free I will take it.

.....

.....

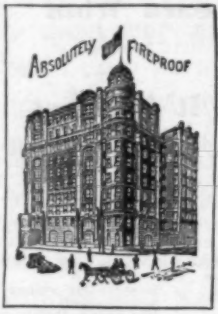
.....

M 2-1. Give full address—write plainly.

Note that this offer applies to new users only.

Any physician or hospital not yet using Liquozone will be gladly supplied for a test.

Hotel Belleclaire
Broadway and 77th Street, New York.



Seventh Avenue, Amsterdam Ave. and West 130th St. Cars pass the door.
Luxurious rooms for permanent and transient guests.
Restaurant a Feature.
Exquisite Palm Room.
Art Nouveau Cafe.
Royal Hungarian Orchestra.

"Most Artistically Beautiful Hotel in the World." Can offer few single rooms, with bath, beautifully furnished, suitable for two people, $60 per month.

TRANSIENT RATES:

One Room, with bath.....$2.50 per day
Parlor, Bedroom, with bath, $3 and $5 per day
Parlor, 2 Bedrooms, with bath, $5 and $7 per day
Every improvement known to modern ingenuity.
Write for our magazine, "The Hotel Belleclaire World."

MILTON ROBLEE, Proprietor.

REPRESENTATIVES WANTED

MEN WHO CAN EARN FROM
$3,000 to $10,000 A YEAR.

We are financing one of the greatest and most profitable commercial enterprises of the day. The stock of this Company is a perfectly safe high grade guaranteed security now paying liberal dividends, while the future profits and possibilities are almost unlimited.
We desire first-class representatives in every city and town. Excellent opportunities for the right men. Address at once for full particulars.

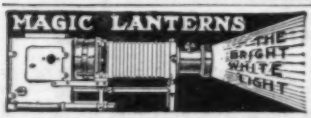
A. L. WISNER & CO., BANKERS,
32 Broadway, New York.

I Will Make You Prosperous

If you are honest and ambitious write me today. No matter where you live or what your occupation has been, I will teach you the Real Estate business by mail; appoint you Special Representative of my Company in your town; start you in a profitable business of your own, and help you make big money at once.

Unusual opportunity for men without capital to become independent for life. Valuable book and full particulars free. Write today.

EDWIN R. MARDEN, President,
Nat'l Co-operative Realty Co., 558 Athenaeum Bldg., Chicago



Stereopticons, Slides and Moving Pictures

the kind that are easy to use, perfect in every detail and low in price. Our new features are the **Bright White Light**, the best portable, brilliant light; and the Reflecting Lantern for showing engravings, cuts and opaque objects. New Illustrated Stories, popular sets and Bible subjects. Slides for Secret Societies. Send for circulars.
WILLIAMS, BROWN & EARLE, Dept. 12, 918 Chestnut St., Philadelphia, Pa.

DO YOUR OWN PHOTOGRAPHY

ANY ONE CAN DO IT Fascinating work at your own home. No Dark Room. No Toning. No Mystery. You can print fine platinum toned pictures on Silk, Sateen, Paper and even on wood. Do beautiful work on Doylies, Art Squares, Lamp Shades, Cushion Covers, Print your own portrait on any fabric you wish. Photography makes fine home decoration. Process so simple child 10 years old can do it. Larger size outfit to print three colors $1.50. Guaranteed.

PHOTO OUTFIT $1.00 SENT PREPAID ON RECEIPT OF PRICE WITH FULL INSTRUCTIONS

HOME PHOTOGRAPHING CO. Box 134c, Cleveland, O.

DR. WHITEHALL'S RHEUMATIC CURE

Will Cure Your Rheumatism

We want to prove this fact by sending you a **sample without cost.**
Ten years of successful use of this remedy in hospital and private practice by hundreds of physicians has demonstrated the fact that it removes the acid from the system, controls its formation, and dissolves recent deposits.
Remember it costs you nothing to try the remedy that gives sure results. Write to-day and we will mail you a trial box. Sold by all druggists at 50c. a box, or by

The Dr. Whitehall Megrimine Co., 257 N. Main St., South Bend, Ind.

Your Money Back

If You are Not Satisfied.

Send us $3.20 and we will ship you, in a plain sealed case with no marks to show contents, FOUR FULL QUARTS of HAYNER PRIVATE STOCK RYE or BOURBON, and we will pay the express charges. Try it, have your friends sample it, let your doctor test it—in fact, test it any way you like. If you don't find it all right and the purest and best whiskey you ever tasted, then ship it back to us AT OUR EXPENSE and your $3.20 will be promptly refunded. Isn't that a fair offer? YOU don't risk a cent, and don't have to pay a cent if you don't keep the goods. Remember that back of our offer is a company with a capital of $500,000.00 paid in full and the proud reputation of 39 years of continued success.

HAYNER WHISKEY

4 FULL QUARTS $3.20 EXPRESS PREPAID

United States Senate, Washington, D. C.

"I have found HAYNER WHISKEY to be very pleasant and palatable and possessed of qualities that commend it for the table or sick room."

T. C. Platt,
U. S. Senator from New York.

HAYNER WHISKEY goes straight to you from our distillery, so that you are sure it's pure. You get it at the distiller's price, and save the dealers' big profits.

Orders for Ariz., Cal., Col., Idaho, Mont., Nev., N. Mex., Ore., Utah, Wash., or Wyo., must be on the basis of **4 Quarts** for **$4.00** by **Express Prepaid** or **20 Quarts** for **$15.20**, by **Freight Prepaid.**

Write our nearest office and do it **NOW.**

THE HAYNER DISTILLING COMPANY

Dayton, O. St. Louis, Mo. St. Paul, Minn. Atlanta, Ga.

Distillery, Troy, O. Capital $500,000.00, paid in full. Established 1866.

The Yeast

in Schlitz Beer is a secret—always the same; always developed from the same mother cells.

The peculiar goodness of Schlitz is due in part to this yeast. But more is due to purity—to the cleanliness, the filtering, the aging, the sterilizing. The demand exceeds a million barrels annually.

Ask for the Brewery Bottling.
See that the cork or crown is branded

Schlitz

The Beer That Made Milwaukee Famous.

RUBIFOAM

THE FAVORITE DENTIFRICE

Is valued Because,
While being a perfect preserver
and cleanser of the teeth,
it has delicious qualities
to please the children.

It is not only a household necessity but a delight.

It's wise to use RUBIFOAM

25 CENTS AT DRUGGISTS
SAMPLE FREE

E. W. HOYT & CO.
LOWELL, MASS.

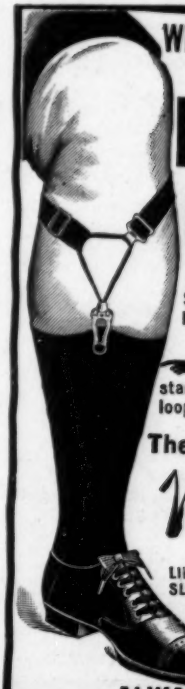
Pabst Extract

The "Best" Tonic

When you are nervous, sleepless or fagged out, try a small glass of Pabst Extract, morning, noon and night. It will aid your digestion, steady your nerves, bring you refreshing sleep and build you up physically.

25 Cents at all druggists.
Insist upon the original.

Pabst Extract Department, Milwaukee, Wis.



WHEN YOU ASK FOR
THE IMPROVED

BOSTON GARTER

REFUSE ALL SUBSTITUTES AND INSIST ON HAVING THE GENUINE

The Name is stamped on every loop—

The Velvet Grip CUSHION BUTTON

CLASP

LIES FLAT TO THE LEG — NEVER SLIPS, TEARS NOR UNFASTENS

Sample pair, Silk 50c., Cotton 25c.
Mailed on receipt of price.

GEO. FROST CO., Makers
Boston, Mass., U. S. A.

ALWAYS EASY

The Yeast

in Schlitz Beer is a secret—always the same; always developed from the same mother cells.

The peculiar goodness of Schlitz is due in part to this yeast. But more is due to purity—to the cleanliness, the filtering, the aging, the sterilizing. The demand exceeds a million barrels annually.

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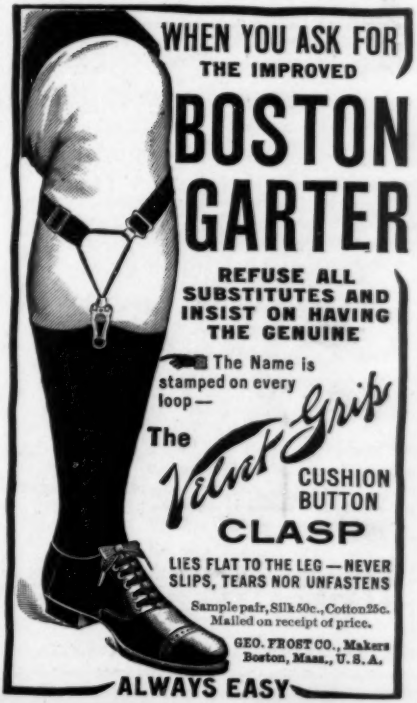

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THE IMPROVED

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The Name is stamped on every loop—

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LIES FLAT TO THE LEG—NEVER SLIPS, TEARS NOR UNFASTENS

Sample pair, Silk 50c., Cotton 25c. Mailed on receipt of price.

GEO. FROST CO., Makers
Boston, Mass., U. S. A.

ALWAYS EASY

If Coffee

Does Things To You

When you are hit hard enough, quit and save the remaining stock of health. It may be small, but it will steadily increase if good, well-made

POSTUM FOOD COFFEE

Is used in place of ordinary coffee.

"There's a Reason."

Postum Cereal Co., Ltd., Battle Creek, Mich.

Hydrozone

Cures Sore Throat

This harmless remedy is endorsed and has been successfully used by leading physicians for the past fifteen years.

Sold by best druggists.

Beware of preparations with similar names

Not Genuine without my Signature

Charles Marchand

57 Prince Street
New York

Chemist and Graduate of the "Ecole Centrale des Arts et Manufactures de Paris, France."

25c TRIAL BOTTLE FREE

will be sent on receipt of 10 cents with attached coupon. Requests without coupon ignored. Only one free bottle to a family.

Write legibly. Coupon good only until Feb. 5, 1906.

Name .....

Address .....

19 City ..... State .....

Write for Booklet, "How Disease Can Be Relieved or Cured"

How Much Should I Pay For a Piano?

Just as much as will ensure the best materials and careful, thorough, artistic workmanship — certainly no more; emphatically no less.

The chief item of cost in a piano, as in a watch, is in its *workmanship*. Every dollar cut from a fair price comes straight out of the workmanship — that is, straight out of the tone and durability.

GABLER PIANOS

are not low-priced — neither are they the highest-priced. But they are *just as good as money can buy*. To pay less is to get less — to pay more is to gain nothing.

Send for particulars of

THE GABLER PLAN OF PURCHASE

An easy way to get the best piano built.

ERNEST GABLER & BRO.

Established 1854

459 Whitlock Ave., Borough Bronx, N. Y. City.

Talking Points for

THE FOUR-TRACK NEWS

Which Explain Its Emphatic Success

Here are a few reasons why you want THE FOUR-TRACK NEWS on the reading table in your home. Look them over, think them over — then send for a sample copy, and see if you don't think THE FOUR-TRACK NEWS is worth $1.00 a year to yourself and your family.

Its scope is confined to no geographical section; the world is its field.

It instructs.

It entertains.

It's different.

It is a universal favorite.

It is always and forever up-to-date.

It is a great help to students in history classes.

There is much in every issue of educational value to every reader.

It is entertaining to the father and mother as well as to the children.

It is eloquent with bright, brief, valuable articles and superb pictures.

Subscriptions, $1.00 a Year; Foreign Countries, $1.50; at News-stands, 10 Cents a Copy.

A sample copy and our special terms to agents will cost you nothing. Send your address and two references to GEORGE H. DANIELS, Publisher, Room No. 44, 7 East 42d St., New York.

VOLUME TIGHTLY BOUND

Living Voices of Your Mother, Father, Sister, Brother, Wife, Sweetheart, Friends and the little tots in a Columbia "Voice Album" all Your Own. Record them AT HOME!

A Speech — Hear! Hear!!

Grandma, in ye olden days of sachet powder, lavender gowns and lace, treasured dearly her autograph album with its bits of signed verse and prose, and here and there a pressed rose, a spear of fern and many another favorite flower.

What hosts of tender memories cling to one of these old-fashioned plush bound volumes. Could it but only speak!

To-day Milady keeps and treasures her album just as Grandma was wont to do, and a most wonderfully interesting album it is, too!

It isn't an autograph, but a "Voice Album." With a sapphire's jewelled point she records from day to day the living voices of friends, loved ones and the home folks upon marvelous cylinder waxen leaves.

How would you like to listen to-day to the voices you knew long ago! Run their names over in your mind and ask yourself the question if you would not enjoy hearing them all talk to you in your library to-night from a Columbia Graphophone? We're quite sure you would.

A Columbia "Voice-Album" is neither fad nor foible. New York received it with open arms and it's fast speeding to other cities.

Let us tell you all about it, won't you? Costs nothing—what we send is free—and you'll be interested, we promise.

Columbia Napkin-Ring records especially made for "Voice Albums" are something NEW! Fifty for $5, or, 10c. each.

No matter what talking machine you may own send in the little coupon in the corner—*even if you own none at all.*

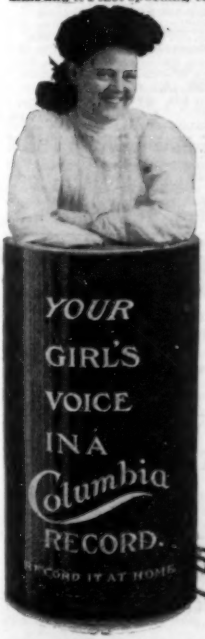
Besides what you'll receive right away, a magazine will be sent you every month free. That alone is well worth sending for.

Best time to tear off and fill in the coupon is NOW before turning this page else you're likely to forget.

May we hear from you?

Yours truly,

The Columbia Phonograph Co.,
Gen'l
NEW YORK
And All
Principal Cities
of the World



TEAR OFF AND MAIL TO-DAY

Columbia Phonograph Co. New York

DEAR SIRS: Please send me free literature on "VOICE-ALBUMS." Also place my name on your mailing lists for the "Columbia Record" magazine which I am to receive monthly free. I own (mark with X) a Columbia Cylinder——, Columbia disc——, Victor——, Edison——, Zonophone——, None——, talking machine now.

Yours truly,

Name.....

Address.....

Date.....

$500.00 for Short Stories

THIS is the sum a Chicago young woman received recently from various publishers. A few years ago she was a school teacher. She loved to write and was determined to succeed. She went at it systematically as she would any other calling. **She learned how to write and she learned the market. Naturally she has succeeded.**

If you have a taste for writing and want a good income, easily earned, we will help you develop this taste so that it will bring the income. We offer you no theory—nothing but facts, and the most severe criticism and personal individual help on your own stories. **There is a Big Market—Stories are in Demand.** We will prepare you, by mail, to write the kind that publishers want.

If you have already written stories, send one, if you wish, with 50c, for careful reading and criticism. We will tell you frankly your prospects as a magazine and Short-Story Writer. If you are ambitious to succeed in this line write for full information concerning our practical method. We will gladly tell you all about it, and send a comprehensive outline of the course **free of cost** to you. Address

Page-Davis School of Short-Story Writing
90 Wabash Ave., Chicago, Ill.

Write the WORDS for a SONG and we will write suitable music and help you market it. Send us your song-poems. One hit will make a fortune. Write a postal to-day for free booklet describing our plan.
METROPOLITAN MUSIC CO.
810 Security Trust and Life Building. - NEW YORK

$25.00 If You Earn Less Per Week

I can DOUBLE your Salary or Income by teaching you how to write catchy, intelligent advertising.

My System of Instruction by Mail is the only one in existence that has the hearty endorsement of the great experts and publishers, and I am anxious to send my prospectus, together with the most remarkable facsimile proof ever given in the history of correspondence instruction, if you are interested. I will show you how to earn from $25 to $100 per week.
Geo. H. Powell, 1673 Temple Court, N.Y.

Have You LITERARY TALENT

If so, you owe it to yourself to develop it. Nearly every magazine in the country is calling for original material. We can make you a Journalist by mail. Write at once for free particulars.
Sprague Correspondence School of Journalism, 251 Majestic Building, Detroit Mich.

GOVERNMENT POSITIONS

More than 30,000 appointments made last year. Chances better than ever. Thousands we prepared have been appointed. Established 1893. Work confidential. No political influence needed. Common school education sufficient. Full particulars *free* concerning positions, salaries, examinations (held soon in every State), sample questions, etc.
National Correspondence Institute, 26-70 2d National Bank Building, Washington, D. C.

Authors' Agency.

Fifteenth Year. Candid, suggestive **Criticism,** literary and technical **Revision,** practical **Advice, Disposal, Instruction.** Specialties: Fiction, Plays, Verse, and MSS. for **Prize Contests.** References: Wm. D. Howells, Mrs. Burton Harrison, Thos. Nelson Page, Mary Wilkins Freeman, and others.

Send stamp for New Booklet to
WM. A. DRESSER, R. 10, 400 Broadway, Cambridge, Mass.

Mention The Black Cat.

WE WANT **SONG-POEMS** FORTUNES ARE MADE FROM THEM

Send your MSS. to us—it may make you rich. Simple little poems often make great "hits". Our successful N.Y. composers set your words to music, and we publish and popularize the song, place it on the market, and pay you highest royalty.

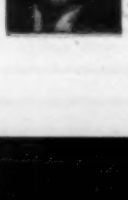
MELVILLE MUSIC PUBLISHING CO., Suite 722, ST. JAMES BUILDING, NEW YORK, N.Y.

WRITERS Do You Have Difficulty In Selling Your Work? **ARTISTS**

WE SELL STORIES, POEMS, ILLUSTRATIONS, JOKES, PHOTOS, DESIGNS, ETC., ON COMMISSION

We make no charge for instruction or criticism and pay promptly for salable matter. Send four cents, mentioning in what line you are interested, and we will mail you our booklet, "Cash Returns". It tells how we can effect quick sales and get better prices for you.

THE BURELL SYNDICATE, 750 GRAMERCY BUILDING, NEW YORK



I Can Help You Make Money

Nothing Pays Like Success in Writing Fiction—1c. to 5c. a Word

and tell you where to sell them. **Story-Writing** and **Journalism** taught by mail. Send for our free booklet, "**Writing for Profit,**" tells how.

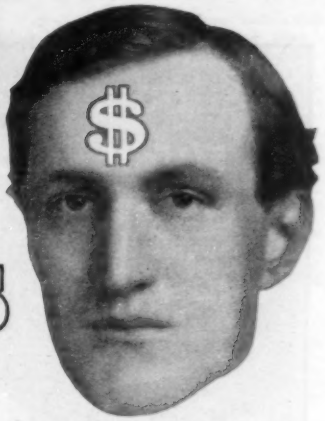
We sell and syndicate stories and book MSS. on commission; we criticise and revise them.

THORNTON WEST, Editor-in-Chief **Founded, 1895**

THE NATIONAL PRESS ASSOCIATION, 68 The Baldwin, INDIANAPOLIS, IND.

LEARN TO WRITE ADVERTISEMENTS

What're Your Brains Worth



Does your head help make money for you, or are you on the treadmill of business, forced to keep step with others who exist on the pay received for machine-like work?

Every normal man is born with HIS SHARE OF BRAINS, just as surely as he is born with two eyes. The USE he makes of his brains marks the DIFFERENCE BETWEEN HIM AND THE HIGHLY SUCCESSFUL MEN of the world who have put themselves under our instruction for a THOROUGH KNOWLEDGE OF ADVERTISING.

No matter what vocation you may choose, a knowledge of advertising is an absolute requirement for you to make a success of it. Whether you expect to be a merchant, manufacturer, financier, a professional man, or a PRACTICAL ADVERTISEMENT WRITER COMMANDING FROM $25.00 to $100.00 A WEEK, you must have, first of all, the knowledge of advertising we give by mail. Our preparation places you on an equality with men who have spent a lifetime "working-up" to their present positions. This has been demonstrated time and again. Just see the way Mr. C. L. Buschman of the METAL ELASTIC MANUFACTURING COMPANY, of Indianapolis, has built up his factory through his advertising knowledge gained with us. Here is his letter:

INDIANAPOLIS, June 20th, 1905.

PAGE-DAVIS COMPANY.

GENTLEMEN—I did not know a thing about advertising, and was of the opinion it could only be done by "witty" persons or those who possessed some peculiar knowledge. I now believe any person who goes through the common schools can learn to write good advertisements. I LEARNED MORE IN SIX MONTHS WITH YOU THAN IN TEN YEARS IN BUSINESS. Thanking you for all the benefits and wishing you much success, I am, sincerely yours,

C. L. BUSCHMAN.

If, like Mr. Buschman, you are interested in a business which you are anxious to develop, you will find that our advertising course will help you to push it rapidly ahead.

The man who leaves his home and his business friends to go to a distant city where he believes better opportunities await him, will meet with greater success if he has a knowledge of advertising. There is George Wilson, an Englishman, who had little idea of what he should do after he found he was but one of hundreds seeking every position that opened as bookkeeper. Fortunately for him the advertising business was brought to his notice. Read how this was done:

SPOKANE, WASH., June 6th, 1905.

PAGE-DAVIS COMPANY.

GENTLEMEN—Just two years ago I landed on American soil, from England. Within a week after landing, I could have had a position as ADVERTISEMENT WRITER IN A DEPARTMENT STORE AT $100.00 A MONTH, but was not capable of filling it.

Determined that I would be capable some day—I took a course with you—graduated in due time—and am now holding down a better position than the one I could not accept at first.

The PAGE-DAVIS SCHOOL transformed me from a bookkeeper with very little success ahead of me, to a practical advertisement writer with prospects unlimited.

Yours sincerely, GEORGE WILSON.

We could fill THE BLACK CAT with similar letters, showing how men and women in exactly your situation have forged right to the front through our thorough instruction, but it isn't necessary for you to eat a barrel of bread in order to judge the flour. We will gladly send you, free, our large prospectus which explains YOUR OWN OPPORTUNITIES in the advertising business. Write to-day and you'll hear from us by return mail.

Page-Davis Co.

Address either office

90 Wabash Avenue
CHICAGO

150 Nassau St.
NEW YORK

FILL IN NAME AND ADDRESS, AND SEND THIS COUPON

Page-Davis Company—Send me, without cost, your prospectus and all other information.

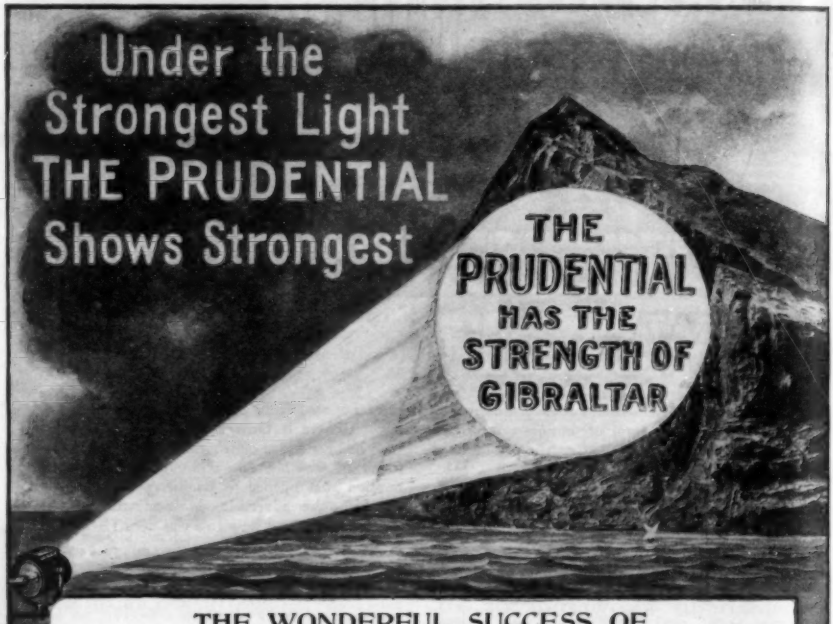
Name.....

Address.....

City.....

State.....

225



THE WONDERFUL SUCCESS OF

THE PRUDENTIAL

Has been due to

Careful, Conservative Management,
A Progressive Policy,
Just and Liberal Treatment of Policyholders,
Absolute Fidelity to its Trusts,
Perfect Fulfilment of Obligations.

This is the Company for you to insure in. Through its Profit-sharing Life Insurance Policies, from $15 to $100,000, you are afforded an opportunity to choose a plan exactly adapted in cost and benefits to your needs and conditions.

In calm or in storm Life Insurance is the one resource always certain and secure.

Write now, while you think of it, for full information, Dept. 93

The Prudential Insurance Co. of America

Incorporated as a Stock Company by the State of New Jersey

JOHN F. DRYDEN, President. Home Office, NEWARK, N. J.

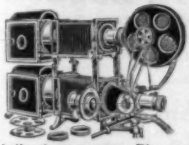
DISCREPANCY IN PRINT

THE Victor BOOK FREE TO YOU

Tells how to make hens lay when eggs are dear—how to raise chicks for early spring prices. See how easy you can make money from poultry. Forty years experience and large facilities, enable us to make the best incubator at the lowest price. We pay freight and send a guarantee bond, agreeing to refund money if not as represented. Write us today. Say: "Send the Victor Book" and we'll do it.

GEO. ERTEL CO., Quincy, Ill. Established 1867.

IT PAYS BIG To amuse the Public With Motion Pictures



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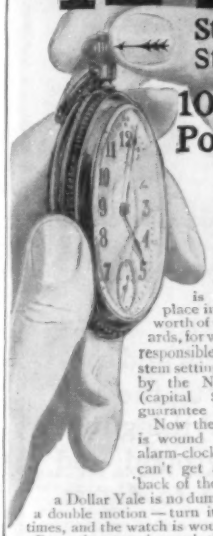

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EVERY PACKAGE OF MALTO-RICE IS STERILIZED.

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Ask your grocer to-day for a package of

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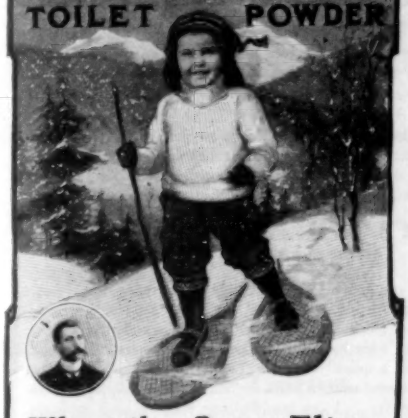

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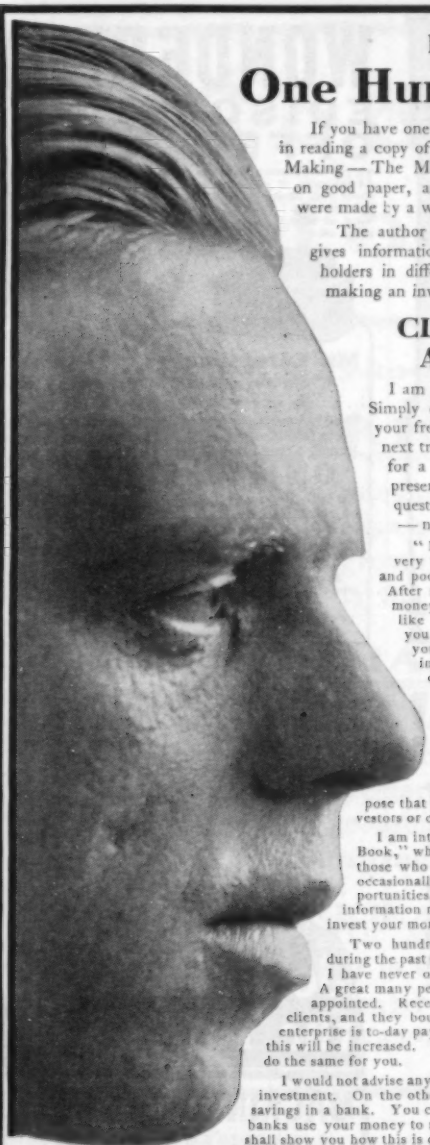

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I am associated with Mr. M. C. Barnard, who for eight years was connected with the First National Bank of Boston. We have organized a corporation, under the laws of the State of New York, with a capitalization sufficient to give me an excellent standing among New York financiers. My correspondents and clients receive the advantage of this association.

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Still an easier way to learn about Liquozone is to send us this coupon. Then you can actually test it yourself. To feel yourself grow better—to see your health come back—is more convincing than all the tales that cured ones ever told. May we supply you a bottle—free?

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Contact with Liquozone kills any form of disease germ, because germs are of vegetable origin. Yet to the body Liquozone is not only harmless, but helpful in the extreme. That is its main distinction. Common germicides are poisons when taken internally. That is why medicine has been so helpless in a germ disease. Liquozone is exhilarating, vitalizing, purifying; yet no disease germ can exist in it.

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We purchased the American rights to Liquozone after thousands of tests had been made with it. Its power had been proved, again and again, in the most difficult germ diseases. Then we offered to supply the first bottle free in every disease that required it. And over one million dollars have been spent to announce and fulfill this offer.

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These are the diseases in which Liquozone has been most employed. In these it has earned its widest reputation. In all of these troubles we supply the first bottle free. And in all—no matter how difficult—we offer each user a two months' further test without the risk of a penny.

Asthma	Fevers—Gall Stones
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Bronchitis	Hay Fever—Influenza
Blood Poison	La Grippe
Bowel Troubles	Malaria—Neuralgia
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Consumption	Rheumatism
Contagious Diseases	Scrofula
Cancer—Catarrh	Skin Diseases
Dysentery—Diarrhea	Tuberculosis
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Eczema—Erysipelas	Throat Troubles

Also most forms of the following:

Kidney Troubles	Liver Troubles
Stomach Troubles	Women's Diseases

Fever, inflammation or catarrh—impure or poisoned blood—usually indicate a germ attack.

In nervous debility Liquozone acts as a vitalizer, accomplishing remarkable results.

50c. Bottle Free.

If you need Liquozone, and have never tried it, please send us this coupon. We will then mail you an order on a local druggist for a full-size bottle, and will pay the druggist ourselves for it. This is our free gift, made to convince you; to let the product itself show you what it can do. In justice to yourself, please accept it to-day, for it places you under no obligations whatever.

Liquozone costs 50c. and $1.

CUT OUT THIS COUPON

Fill it out and mail it to The Liquozone Company, 458-464 Wabash Ave., Chicago.

My disease is.....

I have never tried Liquozone, but if you will supply me a 50c bottle free I will take it.

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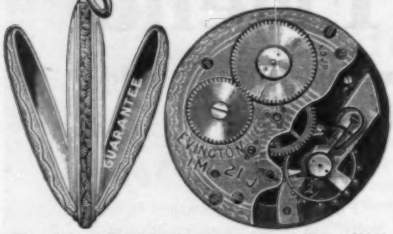
M 2-2. Give full address—write plainly.

Note that this offer applies to new users only.

Any physician or hospital not yet using Liquozone will be gladly supplied for a test.

A $20 Watch for $5.45.



These figures tell exactly what we are doing—selling a $20.00 watch for **$5.45.** We don't claim that this is a $40.00 watch or a $50.00 watch, but it is a **$20.00 watch.** A leading watch manufacturer, being hard pressed for ready cash, recently sold us 100,000 watches—watches actually built to retail at $20.00. There is no doubt that we could wholesale them to dealers for $12.00 or $13.00, but this would involve a great amount of labor, time and expense. In the end our profit would be little more than it is at selling the watch direct to the consumer at $5.45. **The Evington Watch,** which we offer **at $5.45** is an im. **21 jeweled,** finely balanced and perfectly adjusted movement. It has specially selected jewels, dust band, patent regulator, enameled dial, jeweled compensation balance, **double hunting case, genuine gold-laid** and handsomely engraved. Each watch is thoroughly timed, tested and regulated, before leaving the factory and both the case and movement are **guaranteed for 25 years.**

Clip out this advertisement and mail it to us to-day with your name, postoffice address and nearest express office. Tell us whether you want a lady's or gent's watch and we will send the watch to your express office at once. If it **satisfies** you, after a careful examination, pay the express agent $5.45 and express charges and the watch is yours, but if it doesn't please you return it to us **at our expense.**

A 25-Year Guarantee will be placed in the front case of the watch we send you and to the first 10,000 customers we will send a beautiful gold-laid watch chain, Free. **We refer to the** First National Bank of Chicago, Capital $10,000,000.

NATIONAL CONSOLIDATED WATCH CO.
Dept. 287, CHICAGO

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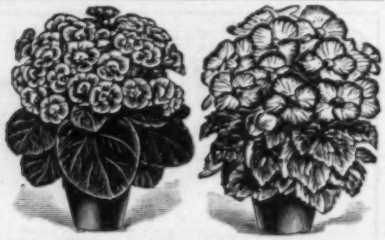

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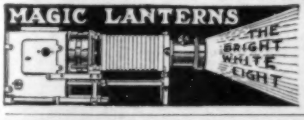

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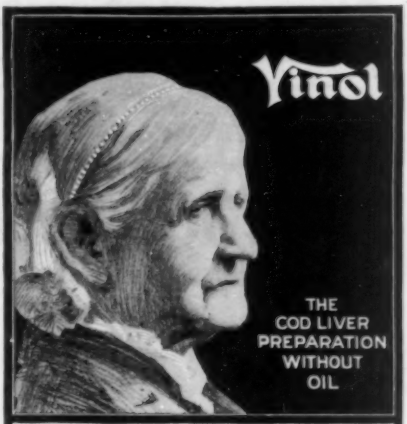

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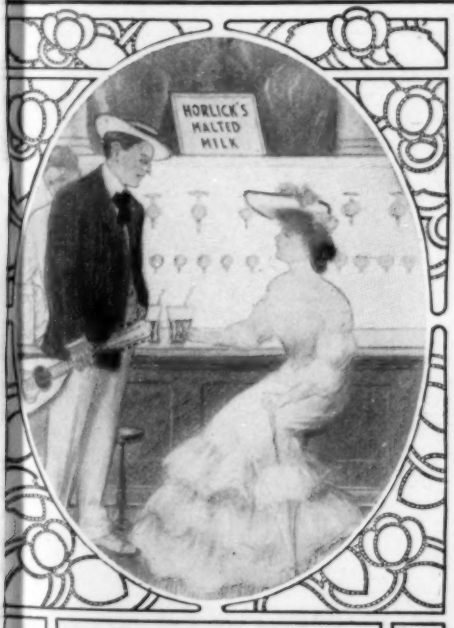

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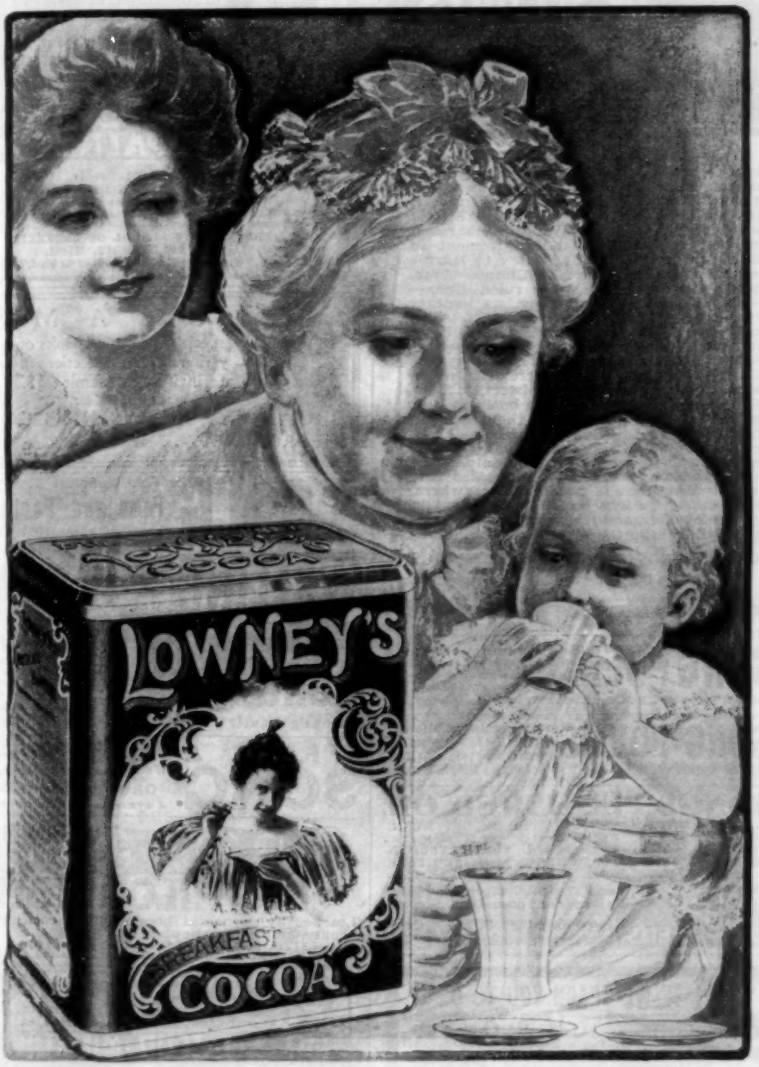

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Total Payments to Policyholders to Dec. 31, 1905, over	107 Million Dollars
Cash Dividends and Other Concessions not Stipulated in Original Contracts and Voluntarily Given to Holders of Old Policies to Date, over	6 Million Dollars
Number of Policies in Force, nearly	6½ Million
Increase in Number of Policies in Force, over	½ Million
Net Increase in Insurance in Force, over	113 Million Dollars

Bringing Total Amount of Insurance in Force to over

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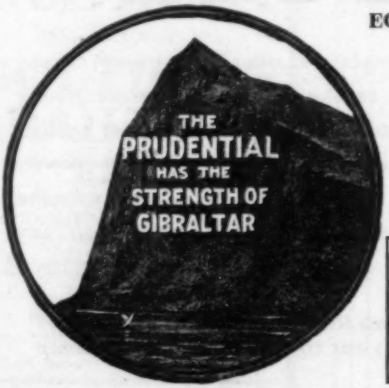

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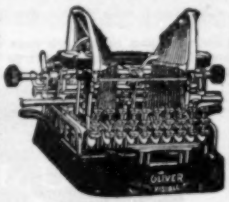

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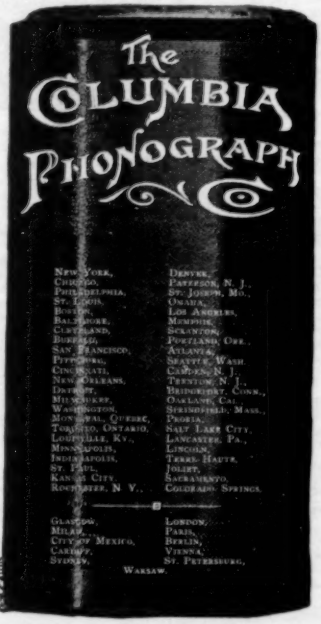
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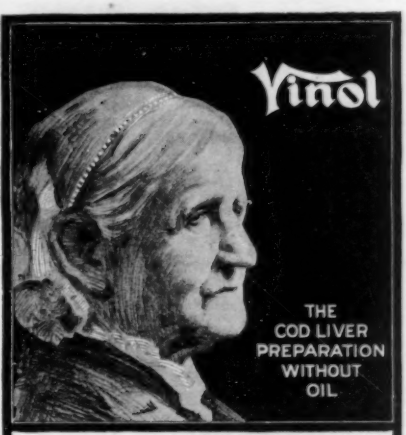

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PRUDENTIAL'S Fine Showing

Examination Before Armstrong Committee Did Not Hurt Newark's Big Insurance Company.

The annual financial statement of the Prudential Insurance Company has just been issued and shows the corporation to be stronger than ever. The total insurance now in force, according to the report, is $1,170,000,000, a net gain over 1904 of $113,000,000.

This net gain places The Prudential among the first insurance companies of the World in the amount of insurance gained in 1905. The Prudential confines its business to this country.

The total number of policies issued and revived during the year was 1,672,570, making the total number in force, 6,490,515.

The net assets of the company aggregate $107,000,000, while the total liabilities are $91,000,000, leaving a surplus of $16,000,000. The company increased its surplus during 1905 by over $2,750,000. The legal and special reserve to protect policyholders totals $88,000,000, an increase over 1904, of $14,000,000.

During 1905 the company paid out to policyholders $14,000,000, making the total sum paid to policyholders since the organization of the company, including death claims, dividends, and matured endowments, $107,000,000.

Reference is made to the decrease in the expense rate, amounting to about two per cent. of the premium income. President John F. Dryden, in submitting the report to the Prudential field staff, says that the voluntary testimony of the Company's officers before the Armstrong Committee resulted in a strengthened confidence on the part of the public and policyholders in the Prudential.

Satisfactory Progress in Our Kornit Factory

Every Department Being Rushed to Its Fullest Capacity

I am pleased to be in a position to state to you that KORNIT will, within a few weeks, be manufactured for the first time in the United States at OUR FACTORY, Newark (Belleville Station), New Jersey.

When this transpires I firmly believe it will mark one of the most important epochs that has occurred in the manufacturing world for many years and also one that will not be excelled in the near future. Everything possible is being done to rush our factory to a speedy completion. Our factory manager told me yesterday that inside of three weeks they would be grinding Horn Meal, which is the first step in producing KORNIT. Then just as soon as our huge Hydraulic Presses are finished and put in place we shall be in a position to produce KORNIT complete. All our other machinery will be in working order by that time. Different machines are arriving and being set up every day.

BIG PROFITS MAKE BIG DIVIDENDS

The Kornit Manufacturing Company is receiving letters and calls by almost every mail from different manufacturers who wish to buy KORNIT to use in their business. One rubber manufacturer in Newark, where our factory is situated, told Mr. Emanuel, our factory manager, the other day, that he was just as anxious as we were to have the time come when we could sell him Kornit, for it would save him many thousands of dollars every year by using Kornit instead of hard rubber. I feel assured that we will have a market for Kornit just as soon as it is produced. Here is indeed what I consider one of the best opportunities to make an investment, which will pay enormous dividends, that will ever be presented to you.

THE STORY OF KORNIT

By President Chas. E. Ellis

KORNIT was invented by JOHANN GUSTAV BIERICH, a subject of the Czar of Russia, residing at Menkenhof, near Lievenhof, Russia, and is a Homogeneous Horn or Hoof substance. Kornit is produced by grinding horn and hoof shavings and waste into a palpable powder and then pressing under heavy hydraulic pressure with heat into a homogeneous slab. This slab produces a substance which can be sawed or turned the same as ordinary wood. It is of a beautiful black consistency and IS EXTREMELY VALUABLE as a NON-CONDUCTOR FOR ELECTRICAL SUPPLIES. It is a matter of record that the electrical industry in this country AT THIS TIME DOES NOT HAVE a satisfactory material for heavy or high insulating purposes. A slab of Kornit one inch thick was tested in Trenton, New Jersey, by the Imperial Porcelain Works and was FOUND TO HAVE RESISTED 96,000 VOLTS OF ELECTRICITY. It may be interesting to note here that the heaviest voltage which is transmitted in this country is between Niagara, Buffalo and Lockport, New York. The voltage transmitted by this company is between 40,000 and 50,000 volts. Kornit is equally as good as a non-conductor for electrical purposes and supplies as is hard rubber.

The average price of hard vulcanized rubber for electrical purposes is to-day considerably over one dollar per pound — at the present writing something like $1.25 per pound.

KORNIT CAN BE SOLD AT TWENTY-FIVE

CENTS PER POUND, and AN ENORMOUS profit can be made at this price, so that it CAN EASILY BE SEEN that where KORNIT is EQUALLY AS GOOD, and AS A MATTER OF FACT, in many instances, a BETTER non-conductor than hard rubber, it can compete in every case where it can be used with great success on account of its price. For electrical panel boards, switchboards, fuse boxes, cut-outs, etc., there are other materials used, such as vulcanized paper fibre, slate, marble, etc. A piece of vulcanized paper fibre, 3x4x1 inch, in lots of 1,000, brings 20 cents per piece. A piece of Kornit of the SAME DIMENSIONS could be sold with the ENORMOUS PROFIT OF OVER 100 PER CENT. at ten cents. The absorptive qualities of Kornit render it such that IT IS FAR PREFERABLE to that of vulcanized fibre. It will not maintain

MR. JOHANN GUSTAV BIERICH, THE INVENTOR OF KORNIT, IN HIS SUMMER GARDEN AT MENKENHOF, RUSSIA

a flame. Of all the materials which are now in the electrical market for supplies and insulators there is, as we have stated above, none that are satisfactory. Kornit will fill this place. Its tensile strength per square inch averages from 1,358 pounds to 1,811 pounds, which the reader can readily see IS MORE THAN SATISFACTORY. This test was made by a well-known electrical engineer, who is now acting in that capacity for the United States Government with a Standard Riehle Bros. testing machine.

Waste horn and whole hoofs are being sold by the ton to-day principally only for fertilizing purposes. There is one town alone, Leominster, Mass., where they have an average of eight tons of horn shavings every day. These waste horn shavings are now only being sold for fertilizing material. These eight tons of horn shavings manufactured into Kornit and sold for electrical purposes would easily bring $3,000. At this price it would be selling for less than one-fifth of what hard rubber would cost, and about one-half what other competitive materials would sell for, even though they would not be as satisfactory as Kornit.

Kornit has been in use in Russia about four years. In Riga, Russia, which is the largest seaport town of Western Russia, the Electrical Unions there are using Kornit with the greatest satisfaction, finding it preferable to any other insulating material.

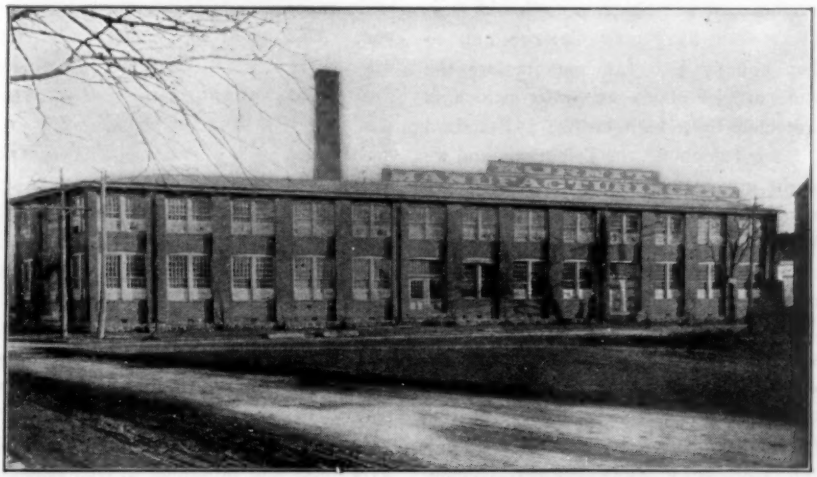
The expense of manufacturing Kornit from the horn shavings is not large, as the patentee, Mr. Bierich, has invented an economical and satisfactory process which produces an article that, in the near future, will be used in the construction of almost every building in this country.

Besides electrical insulators, Kornit can be used for the manufacturing of furniture, buttons, door handles, umbrella, cane, knife and fork handles, brush and sword handles, revolver handles, mirror backs, picture frames, toilet accessories, such as fancy glove boxes, jewel cases, glove stretchers, shoe lifts, etc.; office utensils, such as paper knife and pen holders, ink stands, pen racks; medical instruments, such as syringes, ear trumpets, etc., etc.; pieces for games, such as draughts, chessmen, dominoes, checkers, counters, chips, cribbage boards, etc.; telephone ear pieces, stands, etc.; piano keys, typewriter keys, adding machine and cash register keys, tea trays, ash trays, scoops, mustard and other spoons, salad sets, cigar and cigarette cases, cigar and cigarette holders, match boxes, and

hundreds of other useful and ornamental articles, all at a large and remunerative profit.

THE GREAT DEMAND FOR KORNIT IN THIS COUNTRY

THERE is one manufacturer ALONE here in New York that uses 60,000 square feet of insulating material for panel boards every year. He is now using slate and marble, but IT IS NOT SATISFACTORY, for the reason that in boring and transportation IT BREAKS SO EASILY. those in charge can turn certain lights on or off, and by these panel boards all the electrical power in the building is controlled. They must be of a reliable non-conducting material. Kornit can be used for this purpose almost exclusively. The largest electrical manufacturing concerns in Riga, Russia, ARE USING KORNIT ONLY FOR THIS PURPOSE, after having tried all other so-called non-conducting compositions. The electrical trades alone can consume a great many tons of Kornit every day in the year. If only two tons of Kornit is manufactured and sold every working day in the year IT WILL ENABLE THE KORNIT MANUFACTURING COMPANY TO PAY



KORNIT FACTORY, NEWARK, N. J. (BELLEVILLE STATION)

KORNIT WILL ANSWER THE PURPOSE OF MANUFACTURING PANEL BOARDS VERY MUCH MORE SATISFACTORILY. On 60,000 square feet of Kornit there would be a net profit of over $30,000, or 50 cents for every square foot used. THIS ONE EXAMPLE is cited to show you THE ENORMOUS PROFITS which can be made. There are a great many other panel and switchboard manufacturers in this country. You may be interested to know that a panel board is a small switchboard. There is one or more on every floor of all large buildings where electricity is used. They each have a number of switches mounted on them, so that

16 PER CENT. DIVIDENDS EVERY YEAR. Of course, if four tons a day are sold the dividends would be 32 per cent. per year. THIS IS NOT IMPROBABLE. AN EXPERT ELECTRICAL ENGINEER who holds one of the most responsible positions here in New York City made the statement, after thoroughly examining and testing Kornit for electrical purposes, that in his most conservative estimation there can be ten tons of manufactured Kornit sold every working day in the first year. This would mean that the Kornit Manufacturing Company would pay a dividend out of its earnings the first year of over seventy-five per cent.

(75%). This is probably more than will be paid the first year, but there certainly seems to be a good prospect of paying a large dividend the first year.

THERE WILL BE SUCH AN ENORMOUS DEMAND FOR KORNIT AFTER IT BECOMES INTRODUCED THAT FROM YEAR TO YEAR THE DIVIDENDS EARNED WILL BECOME LARGER AND LARGER. THIS IS THE BEST OPPORTUNITY TO MAKE AN INVESTMENT THAT YOU HAVE EVER HAD.

It is a well-known fact that THE MOST LEGITIMATE AND PROFITABLE way to MAKE MONEY is by manufacturing some product that is "NECESSARY" and ONE THAT CAN BE FULLY CONTROLLED so that nobody else can manufacture the same article. Look at Sugar (which is protected by a high tariff); at Standard Oil, the Telephone, the Telegraph, and we might go on and enumerate many more monopolies. THEY ARE THE BIG MONEY MAKERS OF TO-DAY. KORNIT CANNOT BE MANUFACTURED BY ANYBODY IN THIS COUNTRY EXCEPT OURSELVES OR OUR AGENTS. We own all the patents issued by the UNITED STATES GOVERNMENT to the inventor, MR. JOHANN GUSTAV BIERICH, IN RUSSIA. These patents HAVE BEEN BOUGHT from Mr. Bierich and ARE DULY TRANSFERRED TO THE KORNIT MANUFACTURING COMPANY, and the same is DULY RECORDED IN THE PATENT OFFICE OF THE UNITED STATES.

OUR FACTORY

OUR Factory is located in Newark (Belleville Station), N. J., and will be in complete working order within a few weeks. And Kornit will then BE A WELL-KNOWN AND UNIVERSALLY USED ARTICLE IN THE ELECTRICAL AND OTHER TRADES OF THIS COUNTRY, EARNING AND PAYING LARGE AND SATISFACTORY DIVIDENDS EACH AND EVERY SIX MONTHS. A few shares obtained now may be the foundation for a fortune or the much desired income for support in the unknown years that are to come. We leave it to you if it would not seem good judgment to take immediate advantage of this opportunity. Anyway, please write me at once and let me know just what you will do. If it is not possible for you to take shares now, write and tell me how many you would like and how soon it will be convenient for you to do so, provided I will reserve them for you. As soon as I receive your letter I will answer it WITH A PERSONAL LETTER AND WILL ARRANGE MATTERS AS YOU WISH TO THE BEST OF MY ABILITY.

REMEMBER, I HAVE A GREAT MANY THOUSAND DOLLARS INVESTED IN THE KORNIT MANUFACTURING COMPANY, and the minute you buy a share or more in this Company we become CO-PARTNERS as CO-SHAREHOLDERS. It is for our mutual benefit to watch and guard each other's interests. I WILL BE GRATEFUL IF YOU WILL WRITE ME TO-DAY, so that I may know just what you will do.

I know you will agree with me that you have never had presented to your notice a better opportunity to make an investment where such large profits can be made because of the exclusiveness of control, and the great demand, and the low cost of the raw material, which is now almost practically thrown away. Join me in this investment, and I assure you it is my sincere belief that in the future you will say: "That is the day I made the most successful move in my whole life."

Now is the time for you to take advantage of this magnificent opportunity to make an investment in these shares. I EARNESTLY BELIEVE that in a few years

THESE SHARES WILL BE WORTH FROM FIFTY DOLLARS TO ONE HUNDRED DOLLARS each on account of THE LARGE DIVIDENDS which the company will earn and regularly pay each and every six months. It is a well-known fact that shares that pay fifty (50) to one hundred (100) per cent. dividends will readily sell in the open market for $50 to $100. YOU CAN GET THEM FOR TEN DOLLARS A SHARE NOW. THE OUTLOOK FOR THE KORNIT MANUFACTURING COMPANY is such that it seems impossible for the earnings to fall far short of these figures. If the company only makes and sells two tons of Kornit a day for the first year and made a profit of only two hundred dollars per ton this would mean a profit of over sixteen per cent. (16%) the first year. If this business were doubled the second year, of course the earning capacity would more than double and the dividends would be over thirty-two per cent. (32%). Prominent and well-known Electrical Engineers assure me that this product cannot help and is bound to make enormous profits. I would recommend that you send for as many shares as you may wish at once. You, in my conservative opinion, can safely count on the large earning capacity of these shares. I will at once write you a personal letter with full information and send you our illustrated book, "A Financial Opportunity," containing a score of photographs of the KORNIT industry, taken in Russia.

PRESIDENT CHARLES E. ELLIS.

Please let me hear from you.

Yours truly,

CHARLES E. ELLIS,

PRESIDENT,

719 Temple Court,

NEW YORK CITY,

NEW YORK.

[Mr. Ellis, besides being President of this Company, is also President of two other large and successful companies, owning shares therein valued conservatively at over $250,000.00. Mr. Ellis has other investments in New York City real estate bonds, stocks and mortgages to the amount of many more hundreds of thousands of dollars. Any bank or mercantile agency will tell you his guarantee is as good as gold. THIS is a successful man who wishes you for a Co-partner as a Shareholder and Dividend Receiver in this Company. Remember you will do business personally with Mr. Ellis in this matter.]

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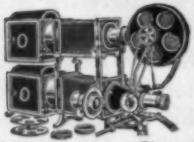

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To All Who Need It — The First Bottle of Liquozone.

We have no wish to argue what Liquozone can do. The simple truth would seem exaggeration. The results we have seen from this remarkable product would sound impossible, until you have tried it.

So we ask you to try it — to try it at our expense. The product itself will do more to convince you than anything we could say. Test it yourself, as millions have done. Then judge the power of the product by the results that it brings you. Judge, if you wish to continue.

What Liquozone Is.

The virtues of Liquozone are derived solely from gases, by a process requiring large apparatus, and from 8 to 14 days' time. No alcohol, no narcotics are in it. Chemists of the highest class direct the making. The result is to obtain from these harmless gases a powerful tonic-germicide.

The great value of Liquozone lies in the fact that it is deadly to germs, yet harmless to you. Germs are of vegetable origin; and this gas-made product, when absorbed by them, stops their activities. We publish an offer of $1,000 for a disease germ that it cannot kill. But to the body Liquozone is exhilarating, vitalizing, purifying. It is helpful in the extreme.

That is its main distinction. Common germicides are poisons when taken internally. That is why medicine proves so nearly helpless in a germ disease. Liquozone is a tonic.

We Paid $100,000

For the American rights to Liquozone, after hundreds of tests had been made with it. After its power had been demonstrated, again and again, in the most difficult germ diseases. Then we spent, in two years, more than ten times that sum to let others test it at our expense. The result is that millions of people, scattered everywhere, have shared in the benefits of this invention.

We make the same offer to you. We ask you to prove, at our cost, how much this product means to you. Let Liquozone itself show how wrong it is to suffer from a trouble that it cures.

Germ Diseases.

Most of our sickness has, in late years, been traced to germ attacks. The list of known germ diseases now numbers about one hundred.

Some germs — as in skin troubles — directly attack the tissues. Some create toxins, causing such troubles as Rheumatism, Blood Poison, Kidney Disease and nerve weakness. Some destroy vital organs, as in Consumption. Some — like the germs of Catarrh — create inflammation; some cause indigestion. Directly or indirectly, nearly every serious ailment is a germ result. Such diseases call for Liquozone — not drugs, which can't kill germs.

Every germ attack, no matter what its symptoms, calls for a germicide. The mildness of Liquozone makes some of its results seem almost incredible. But in that mildness lies the power that germ diseases need. And diseases which have resisted medicine for years often yield at once to it.

50c. Bottle Free.

If you need Liquozone, and have never tried it, please send us this coupon. We will then mail you an order on a local druggist for a full-size bottle, and will pay the druggist ourselves for it. This is our free gift, made to convince you; to let the product itself show you what it can do. In justice to yourself, please accept it to-day, for it places you under no obligations whatever.

Liquozone costs 50c. and $1.

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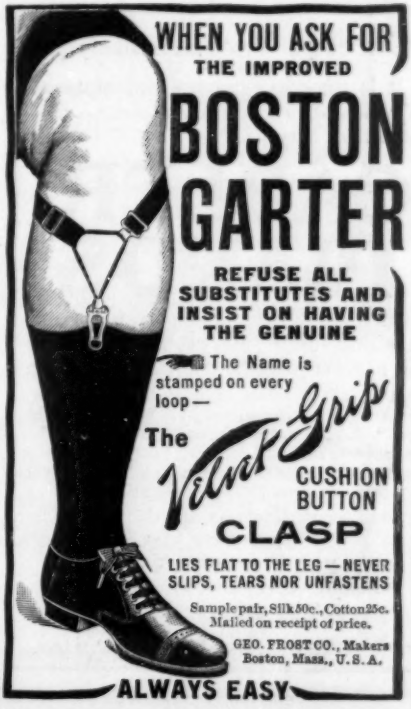
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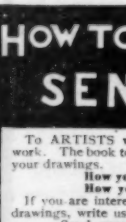

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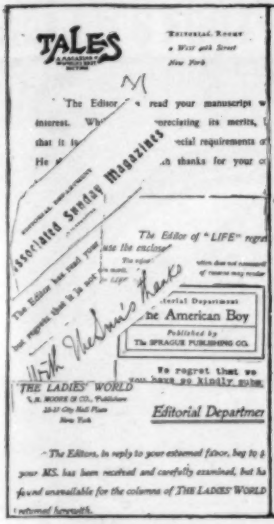

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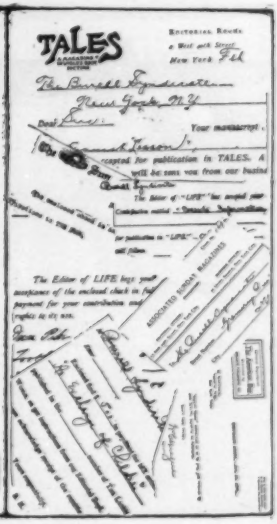

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REGARDING KORNIT

By President Charles E. Ellis

I KNOW you will be pleased to read what I have to write about Kornit.

To my readers who have invested in Kornit shares I will say that we are in a position to be congratulated. Our Factory is nearly ready. For the past

PRESIDENT CHARLES E. ELLIS.

two months we have made splendid and most satisfactory progress. We have rushed the erection of all the machinery and equipment until the day is now near when we shall see this wonderful product produced in this country for the first time. While we have been rushing every department, we have always tried never to forget that we were constructing a plant that would see a great lot of wear and tear. We have, therefore, built everything of the best material and only employed the most skilful labor. In contracting for our machinery we have invariably procured the best and most reliable in the market from manufacturers whose reputation was unquestionable. The result of all this must necessarily produce a perfect factory, and as I have said above to those readers who are interested in the Kornit Manufacturing Company with me, I am in a position to again say, We are to be congratulated, when we realize what an elegant opportunity lies before us in this great and magnificent country.

There is no line of business which is forging ahead faster than that pertaining to Electricity in all its various branches. Electricity will be used more and more every year in all branches of manufacturing, motive power, the arts, and in fact every walk of life.

One of the greatest electrical engineers here in New York told me the

other day that in his opinion Electricity was only in its infancy and that the electrical trade surely needed a product like Kornit.

MR. KURT BIERICH

Mr. Kurt Bierich, the son of the inventor, will arrive in this country on or about the 15th of this month. From recent letters which I have received from his father, Mr. Johann Gustav Bierich, the inventor of "Kornit," I am pleased to report to you that he writes that great progress has been made in turning out "Kornit." Mr. Bierich, Sr., informs me that it is now possible to make Kornit non-absorbent. While for the last four years they have readily sold all the Kornit manufactured in Russia, at the same time, it has not been entirely non-absorbent. I am now informed by Mr. Bierich, Sr., that Kornit can be produced so that it will not absorb a single particle of moisture or water. Mr. Bierich also writes me that great progress has been made in molding Kornit; and that Mr. Kurt Bierich will bring all of these details to us this month and be present when the first slab of Kornit is produced in our factory. Mr. Kurt Bierich has worked for many years in his father's factory at Menkenhof, Russia, and knows the scientific production of Kornit from beginning to end. He has also spent many months in the manufactory at Riga, Russia, where Kornit is made up into all kinds of mercantile articles. Mr. Bierich represents his father's interests in this matter and will remain in this country and see to it that Kornit is produced perfectly homogeneous. I cannot express to you what a valuable acquisition for our company to be enabled to draw on this unlimited knowledge possessed by Mr. Bierich, Jr.

In Kornit we have a material that the electrical trade need, and they need it very much. There is no satisfactory low-priced insulating material in the market to-day. Kornit is destined to fill this enormous gap. We expect to begin to produce Kornit this month. We already have many manufacturers who are patiently waiting for the time to arrive when they can buy Kornit and use it instead of hard rubber.

Although we have as yet made no effort to sell Kornit to the trade, we have received numerous letters saying they wished to use this material. We have in mind a great many electrical construction companies, also tooth and hair brush, gun and revolver, telephone, paper making, cutlery, and other miscellaneous manufacturing companies of all kinds. It is indeed remarkable to think that a new product, which has never before been manufactured in this country, nor, up to this time of writing, has even been shown to the trade here, should receive so early so much interest and attention.

In my opinion, it simply means

that the profits from the manufacture and sale of Kornit will be exceptionally large and satisfactory.

Unless I am greatly mistaken in all my views and information, shares in the Kornit Manufacturing Company will in a few years be paying regular dividends from 25 to 100 per cent., and all those who have had a chance to investigate and look into the matter with me are of the same opinion.

When I say to you that my good old father owns quite a block of Kornit shares and that every one of the shares which he owns cost him ten dollars each, you can see what great confidence I have in the future paying large dividends, benefits, and profits. You can obtain shares today at $10.00 each.

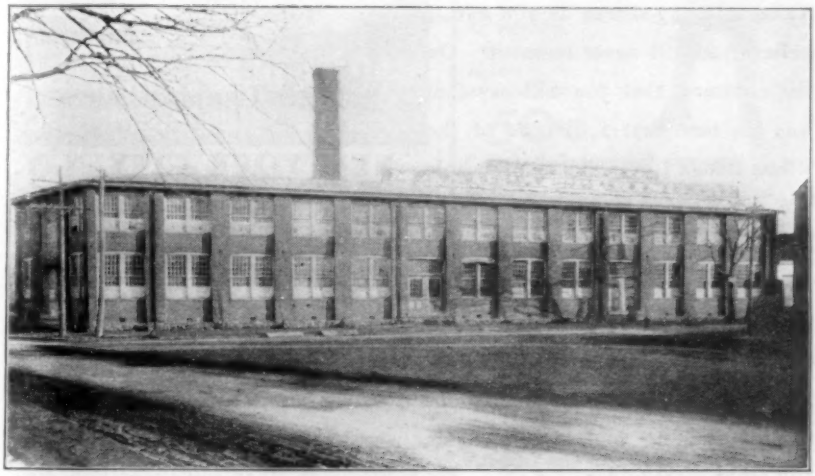
It is a fact that employees here in my office are investing their savings in shares of the Kornit Manufacturing Company, and why? Because from day to day they have an exceptional opportunity to learn the inside facts and they can easily see that everything points in the direction of success and big earning capacity. I was quite pleased and not a little surprised to have the wife of one of my employees in my home come into this office the other day and hand us fifty one-dollar bills for five shares in Kornit.

These fifty one-dollar bills meant a lot of saving, and it meant saving for a long time. Dear reader, I sincerely believe that this wife of a hard-working man will receive such a reward for her persistent saving

MR. JOHANN GUSTAV BIERICH, THE INVENTOR OF KORNIT, IN HIS SUMMER GARDEN AT MENKENHOF, RUSSIA.

that she will feel that when she came to this office with those fifty one-dollar bills she did the wisest and most profitable thing. Everybody should learn to save and feel that they have made provisions for a rainy day. I am personally interested in each and every investor in

Kornit. I want to see them all prosper and have health and happiness. If I can see every reader of this Magazine have at least five shares in the Kornit Manufacturing Company, or some other equally as good an investment, I would be so happy that I would scarcely know how to express myself; and, dear reader, it is not by any means impossible for *you* to do this. You can do this if you will only try. If you will try earnestly and stick to it, I will help you gain your object. The way to do this successfully is first to write me. Write me just how you are situated and just what you want to do; just how many shares you wish and how you wish to pay for them. Take me into your confidence. I will be your friend and I will try to arrange it so you can do just what you wish. Do not think I will not be interested in all you write. Your letter will come to my personal desk. I will open and read it myself and you shall hear from me by return mail. I was a poor country boy myself and I am in earnest sympathy with all of the readers of this Magazine.



KORNIT FACTORY, NEWARK, N. J. (BELLEVILLE STATION)

If you could only know how hard I have worked to bring Kornit where it now is — how I have laid awake nights thinking and planning — you could then better understand how interested and proud I would be to

hear from you that you are going to join me in this great new manufacturing business of producing Kornit and selling it all over the United States.

I promise you that I will work even harder than I had to work to make my first Company the great big dividend-paying success of which I am now so proud.

Sit right down and write me now. Take as many shares as you can, I believe you will never regret it. On the contrary, that you will say that was the time that I did one of the wisest things I ever did in my whole life.

If you can only take *one* share, well and good; you will be just so much ahead; you will have an interest in the Kornit Manufacturing Company which will pay you just as much profit in proportion to your investment as any other shareholder.

I should prefer you would take from five to one hundred shares; but as I have said above, write me and say just what you would like to do and just how you think you can do it, and as soon as I get your letter I will answer you and try and arrange it so you will succeed. If you will write me I will also send you an illustrated booklet telling you all about Kornit, with a score of pictures taken in Russia showing the Kornit factory in that country. This booklet may be the means of teaching you how to take the first step to permanent success and wealth. Anyway, try. I will do all I can. Address your letters to me and mark them "Personal."

Address

CHARLES E. ELLIS

PRESIDENT

719 Temple Court

NEW YORK CITY, N. Y.

[Mr. Ellis, besides being President of this Company, is also President of two other large and successful companies now paying large dividends, owning shares therein valued conservatively at over $250,000. Mr. Ellis has other investments in New York City real estate, bonds, stocks, and mortgages to the amount of many more hundreds of thousands of dollars. Any bank or mercantile agency will tell you his guarantee is as good as gold. THIS is a successful man who wishes you for a co-partner as a Shareholder and Dividend Receiver in this Company. Remember, you will do business personally with Mr. Ellis in this matter.]

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Not so, it is only a run down condition of the roots of the hair—just as the body gets run down. But you should not permit this. It is not necessary, and this needless look of age impairs your usefulness and popularity, in society or business.

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Remember, it stops hair from falling, cures and prevents dandruff, makes the hair grow, even if it has fallen out badly, and best of all, actually restores the hair to its original, youthful color, gloss and beauty. You owe it to yourself to get acquainted with this wonderful hair food. We guarantee it to be harmless and do what we claim for it. When you have tried it and seen your gray hair restored, streaked and faded hair made beautifully even in color, falling hair stopped, in short your hair made what you wish it to be—then you will be as enthusiastic as we are. Fill out the coupon—mail it to us today—and the bottle will come by the first mail—in a plain wrapper—with full explanations. If your druggist will not supply you we will.

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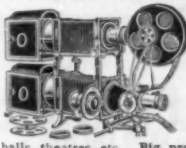

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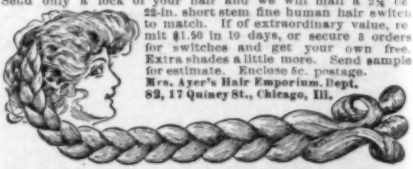

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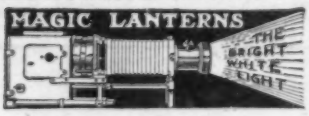

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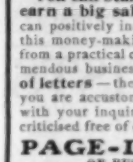

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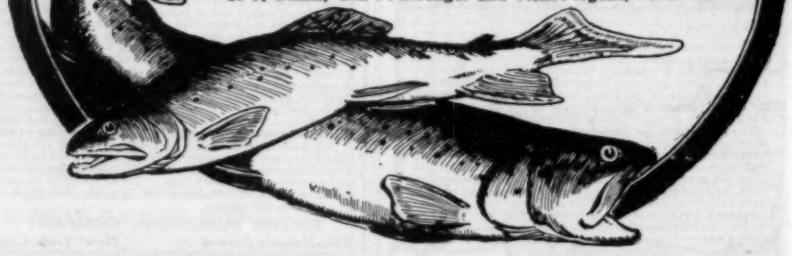

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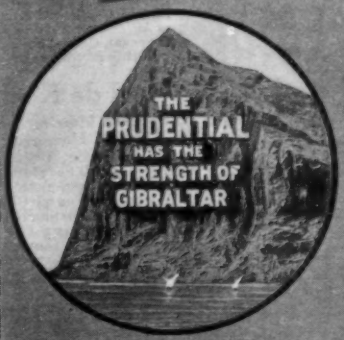

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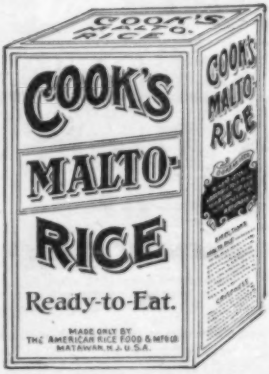

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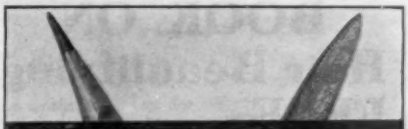

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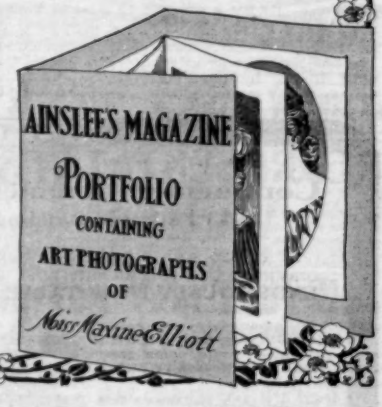

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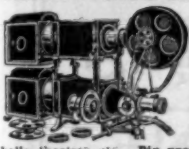

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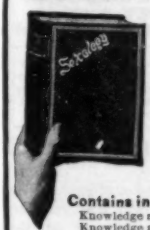

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that the main cause of unhappiness, ill-health, sickly children and divorce is admitted by physicians and shown by court records to be ignorance of the laws of self and sex?

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Contains in one volume—

Knowledge a Young Man Should Have.
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Write for "Other People's Opinions" and Table of Contents.

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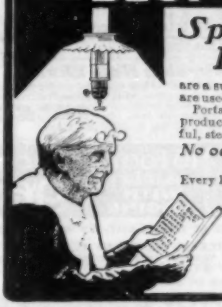

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are a superfluity where our lamps are used.

Portable, 100-candle power and produces a safe, white, powerful, steady light with

No odor, dirt, grease or smoke.

Every lamp warranted. Costs 2c per week.

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Is one-third smaller than any other camera for 2¼ x 3¼ pictures.

Manipulation is the simplest, equipment the most complete.

Loads in daylight, taking twelve films without reloading.

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SOUTHERN ADV. CO., (Inc.) Chicago

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Advertising Man

THIS BOOK TELLS YOU HOW SEND FOR IT TO-DAY

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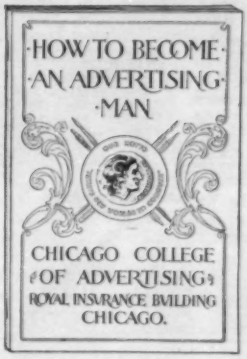

It describes in detail the most complete and comprehensive course of advertising taught by any advertising school in existence.

We teach everything that every other course claims to teach, besides many things that they do not even include in their prospectus.

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The student of our course who enters a store or business house as an advertising man knows his business. He knows just what to do and how to do it.

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He knows how to outline an advertising campaign from start to finish.

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He will understand how to get up "special sales" and how to relieve his employer of all the worries of the advertising department.

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Do not enroll elsewhere until you read what we have to offer. If you want to realize the possibilities of this interesting and money-making profession, send for our book to-day.

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Advertising men earn from $25 a week and up. There is always a demand for good men. We are in constant touch with employers who want to add to this department, and our students get the first call.

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Royal Insurance Building, CHICAGO, ILL.

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The "Best" Tonic

When you cannot get the outdoor exercise you need; when you are nervous, irritable and listless; when your appetite is poor and your digestion is bad, use

Pabst Extract

The "Best" Tonic

It will help tired nature build up your strength by aiding your digestion, soothing your over-taxed nerves and enabling you to get the natural, refreshing sleep of a little child.

Pabst Extract is just pure malt—rich in the nourishment that gives the perfect health you so admire in the "Pabst Girl."

25c at all druggists. Insist upon the original.

Pabst Extract Dept., Milwaukee, Wis., U. S. A.

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Under the Evans Vacuum Cap Guarantee Backed by a Bank

The scientific reason for new hair growth by the EVANS VACUUM CAP method, is simply in that the exhaust of air brings a full supply of blood to the scalp, which acts like a rhythmical massage. You can tell from using the Cap a reasonable length of time, what your result is going to be; if you experience the tingling, freshening sensation of renewed circulation and a healthy, ruddy tinge shows on the scalp surface, it is proof positive and scientific evidence that nature is still able to do her work in the production of hair growth, and the Cap will restore your hair.

The EVANS VACUUM CAP method is endorsed by scientists generally, and is guaranteed to produce a growth of hair to your satisfaction or your money will be refunded by the Jefferson Bank of St. Louis. When you make up your mind, send your money to the bank to hold—don't send it to us. We agree to send you the Cap on sixty days free trial, (by prepaid express), and if at the end of that time you are not convinced that the Cap will restore your hair, notify the bank and return the Cap to us. The bank will refund your money in full.

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READY TO RUN PEOPLE'S LAUNCHES at PEOPLE'S PRICES

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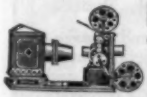

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if only a few dollars each month. You will be surprised how quickly a small investment will become a large one. Large fortunes have been made from small beginnings. Here is what we believe will prove the greatest opportunity of your life, but you must act at once to get the full benefit of increase in price. Buy Kansas Co-Operative Refining Company stock, and buy it now while it is selling

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PAR VALUE, $1.00. Full paid and non-assessable. It will sell at 15 cents or higher within a very short time, with good prospects of its selling at 50 cents or $1.00 and paying **Big Dividends** almost before you know it. This is a great independent oil refining enterprise, strictly co-operative and has great prospects. We predict the company can pay 20 to 30 per cent. dividends when the plant is in full operation. Everybody knows there is an immense profit in refining oil. Come in with us and help to make the Kansas Co-Operative Refining Company the greatest independent oil refinery in the world. The officers have agreed to take their chances with you. They receive no salaries and everybody will be on an equal basis. *Only a Limited Amount of Stock for Sale at Present Price.* Buy now, and buy all you can, if you want to make good big money. **Instalment payments if desired.** Write for "Co-Operative Refining" *Prospectus.* **DON'T WAIT.** Booklet, "How to Judge Investments," free. Address,

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At all Druggists

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Arnica Jelly (Carbolated)

Keeps the skin free from roughness and pimples. Nothing better for sunburn or chapping; also for cuts, bruises, burns and all eruptions. Keeps the skin soft, smooth and delicate. The collapsable metal tube is convenient and unbreakable.

Take it with you wherever you go. If your druggist hasn't it—Send to us.

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BOSTON GARTER

REFUSE ALL SUBSTITUTES AND INSIST ON HAVING THE GENUINE

The Name is stamped on every loop—

The *Velvet Grip* CUSHION BUTTON **CLASP**

LIES FLAT TO THE LEG—NEVER SLIPS, TEARS NOR UNFASTENS

Sample pair, Silk 50c., Cotton 25c. Mailed on receipt of price.

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Seventh Avenue, Amsterdam Ave. and West 130th St. Cars pass the door. Luxurious rooms for permanent and transient guests.

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"Most Artistically Beautiful Hotel in the World." Can offer few single rooms, with bath, beautifully furnished, suitable for two people, $60 per month.

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One Room, with bath.....$2.50 per day
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Every improvement known to modern ingenuity.

Write for our magazine, "The Hotel Belleclaire World."

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Made as ordered in any way or material. Here is an illustration of what we can do for those purchasers wishing to economize. Either of the two styles here illustrated, enameled in one or two colors and showing any letters or numerals, but not more than shown in illustration.

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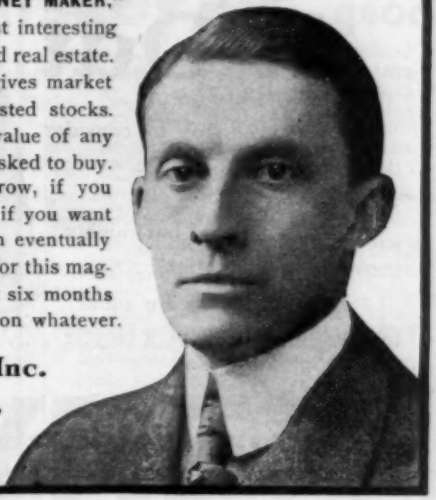

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We will convince you that we sell BETTER BICYCLES at LOWER PRICES and broader guarantee than any other manufacturer or dealer in the world. We have **reliable** bicycles for men and women, boys and girls, **cheaper** than the lowest prices of any other house; we have the **highest grade** bicycles that it is possible to make at prices as low as a jobber can get in 1000 lots. We have branch houses in Liverpool and London, and we sell bicycles in every country on the globe.

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Two walking steps are equal to *one* revolution of a bicycle pedal.

The ordinary man covers a little over five feet of ground in making two steps. The average bicycle rider will cover seventeen feet with one revolution of his pedal. But—on a

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with its standard gear, a rider will travel *twenty-one feet* per pedal revolution, and with *much greater ease* than either the pedestrian or the other cyclist.

Ride a **Racycle** and store your power. Write us and we will be glad to explain *why* the **Racycle** pushes farther and faster than any bicycle.

We have no cheap RACYCLES, but try and secure agency for your town and get yours cheap

The MIAMI CYCLE & MFG. CO.
Middletown, O., U. S. A.

Beautiful 1906 Catalog sent on receipt of 2 cents postage—FREE—*if you mention this publication*

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than HAYNER, no matter how much you pay or where you get it. We have been distilling whiskey for 40 years. We have one of the most modern and best equipped distilleries in the world. We know of nothing that would improve our product. Perfection in the distiller's art has been reached in HAYNER WHISKEY which goes direct from our distillery to YOU, with all of its original purity, strength, richness, and flavor. It doesn't pass through the hands of any dealer or middleman to adulterate. You thus save the dealers' big profits. You buy at the distiller's price, at first cost. Don't you see the economy in buying HAYNER WHISKEY, as well as the certainty of getting absolutely pure whiskey?

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"I have used HAYNER WHISKEY for medicinal purposes in my family and have found it very satisfactory. I believe it to be a number-one medicinal whiskey."

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HAYNER WHISKEY

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OUR OFFER We will send you in a plain sealed case, with no marks to show contents, FOUR FULL QUART BOTTLES OF HAYNER PRIVATE STOCK RYE or BOURBON for $3.20, and we will pay the express charges. Take it home and sample it, have your doctor test it—every bottle if you wish. Then if you don't find it just as we say and perfectly satisfactory, ship it back to us AT OUR EXPENSE and your $3.20 will be promptly refunded. How could any offer be fairer? YOU don't risk a cent.

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Write our nearest office and do it **NOW.**

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Malt is a food, half digested. Hops are a tonic. A little alcohol —there is but a trifle in beer— is an aid to digestion.

But insist on a pure beer—a beer that's well aged. Get a beer that is clean, filtered and sterilized. That always means Schlitz.

Schlitz

Ask for the Brewery Bottling. See that the cork or crown is branded Schlitz.

The Beer That Made Milwaukee Famous.

THE DELICIOUS DENTIFRICE

RUBIFOAM

JUST LIKE PEARLS

PURE ✦ WHITE ✦ SPARKLING

Giving to beauty an irresistible charm, are the teeth which have been preserved and beautified with RUBIFOAM the cleansing, pearl-making dentifrice.

IT'S WISE TO USE RUBIFOAM

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The "Best" Tonic

When you are nervous, sleepless or fagged out, try a small glass of Pabst Extract, morning, noon and night. It will aid your digestion, steady your nerves, bring you refreshing sleep and build you up physically.

25 Cents at all druggists.
Insist upon the original.

Pabst Extract Department, Milwaukee, Wis.

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THE IMPROVED

BOSTON GARTER

REFUSE ALL SUBSTITUTES AND INSIST ON HAVING THE GENUINE

The Name is stamped on every loop—

The *Velvet Grip* CUSHION BUTTON CLASP

LIES FLAT TO THE LEG — NEVER SLIPS, TEARS NOR UNFASTENS

Sample pair, Silk 50c., Cotton 25c. Mailed on receipt of price.

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Use health, strength, and a keen thinker to earn fame and dollars.

Coffee "crimps" many a man—cripples his health and clogs his mind.

You get on your running shoes when you quit and use Postum

and There's a Reason for

POSTUM

Postum Cereal Co., Ltd., Battle Creek, Mich., U. S. A.

A FAIR OFFER!

to convince

Dyspeptics

and those suffering from

Stomach Troubles

of the efficiency of

Glycozone

I will send a **$1 00 Bottle Free** (only one to a family) to any one sending coupon and enclosing 25 cents to pay forwarding charges.

It cannot fail to help you. It cleanses the membrane of the stomach, subdues inflammation, thus helping nature to accomplish a cure. Absolutely harmless.

Sold by leading druggists. None genuine without my signature.

Charles Marchand

Chemist and Graduate of the "Ecole Centrale des Arts et Manufactures de Paris" (France)

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FREE! Valuable booklet on How to Treat Diseases.

COUPON

19

Send free trial bottle of **Glycozone**, for which I enclose 25c to pay forwarding charges. Coupon good only until June 5, 1906.

Name.....

Address.....

Druggist.....

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No Amount of Money

will buy a better piano than the Gabler. There is no piano built in Europe or America that gives a better, sweeter, purer tone or one that holds its tone and "touch" longer.

GABLER PIANOS

are not the highest priced, but they are just as good as pianos can be. Their fundamental principles of design and scale represent the very highest attainment in piano-building and their workmanship has stood as a model and a standard for more than fifty years.

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An easy way to get the best piano built.

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Seventh Avenue, Amsterdam Ave. and West 130th St. Cars pass the door.

Luxurious rooms for permanent and transient guests.

Restaurant a Feature.

Exquisite Palm Room.

Art Nouveau Cafe.

Royal Hungarian Orchestra.

"Most Artistically Beautiful Hotel in the World." Can offer few single rooms, with bath, beautifully furnished, suitable for two people, $60 per month.

TRANSIENT RATES:

One Room, with bath.....$2.50 per day
Parlor, Bedroom, with bath, $3 and $5 per day
Parlor, 2 Bedrooms, with bath, $5 and $7 per day

Every improvement known to modern ingenuity.

Write for our magazine, "The Hotel Belleclaire World."

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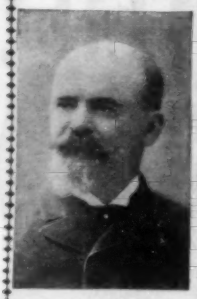

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The Evans Vacuum Cap is a simple, scientific mechanism which does for the scalp and the hair what massage does for the weakened body. The dormant hair cells can only be revived when you restore the natural, refreshing blood circulation to the roots of the hair.

The Evans Vacuum Cap creates a vacuum over the scalp surface which compels the blood to come up into the hair soil. The result of this is to feed the hair by Nature's process, and not artificially. Just as long as there is one iota of hair life in your scalp the Evans Vacuum Cap will make the hair grow, and you yourself can tell from a reasonable use, whether or not the Evans Vacuum Cap will restore your hair.

If the scalp responds to the rhythmical action of the vacuum and you feel a tingling sensation of renewed circulation, it is proof positive and scientific evidence that Nature is still able to do her work in the production of hair growth.

Now, note that we guarantee the Evans Vacuum Cap and that our guarantee is backed by the bank.

The Evans Vacuum Cap is furnished on trial and under positive guarantee of the Jefferson Bank of St. Louis, and any bank or banker will testify as to the validity of this guarantee. We have no agents and no one is authorized to sell, offer for sale, or receive money for the Evans Vacuum Cap—all orders must come through the Jefferson Bank.

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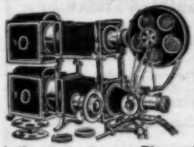

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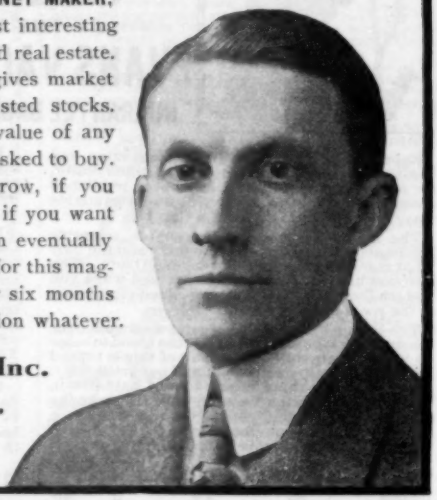
If you want your money to grow, if you want to get ahead in the world, if you want to save and invest so that you can eventually gain independence, write to me for this magazine to-day. I'll send it free for six months and you will be under no obligation whatever.



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Take it with you wherever you go. If your druggist hasn't it—Send to us.

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Of Liquozone is Best Told by a Test — and It's Free.

The actual results of Liquozone — there is nothing else so convincing. This product is so new, and its effects so unusual, that one can scarcely believe what it does till he tries it.

That is why we ask you to try Liquozone — try it at our expense. You have tried to cure germ troubles — all people have — with remedies which don't kill germs. We ask you to try one that does. See how quick the results are. Note how different they are from the results of common drugs.

What Liquozone Is.

The virtues of Liquozone are derived solely from gases, by a process requiring large apparatus, and from 8 to 14 days' time. No alcohol, no narcotics are in it. Chemists of the highest class direct the making. The result is to obtain from these harmless gases a powerful tonic-germicide.

The great value of Liquozone lies in the fact that it is deadly to germs, yet harmless to you. Germs are of vegetable origin; and this gas-made product, when absorbed by them, stops their activities. We publish an offer of $1,000 for a disease germ that it cannot kill. But to the body Liquozone is exhilarating, vitalizing, purifying. It is helpful in the extreme.

That is its main distinction. Common germicides are poisons when taken internally. That is why medicine proves so nearly helpless in a germ disease. Liquozone is a tonic.

We Paid $100,000

For the American rights to Liquozone, after hundreds of tests had been made with it. After its power had been demonstrated, again and again, in the most difficult germ diseases. Then we spent, in two years, more than ten times that sum to let others test it at our expense. The result is that millions of people, scattered everywhere, have shared in the benefits of this invention.

We make the same offer to you. We ask you to prove, at our cost, how much this product means to you. Let Liquozone itself show how wrong it is to suffer from a trouble that it cures.

Germ Diseases.

Most of our sickness has, in late years, been traced to germ attacks. The list of known germ diseases now numbers about one hundred.

Some germs — as in skin troubles — directly attack the tissues. Some create toxins, causing such troubles as Rheumatism, Blood Poison, Kidney Disease and nerve weakness. Some destroy vital organs, as in Consumption. Some — like the germs of Catarrh — create inflammation; some cause indigestion. Directly or indirectly, nearly every serious ailment is a germ result. Such diseases call for Liquozone — not drugs, which can't kill germs.

Every germ attack, no matter what its symptoms, calls for a germicide. The mildness of Liquozone makes some of its results seem almost incredible. But in that mildness lies the power that germ diseases need. And diseases which have resisted medicine for years often yield at once to it.

50c. Bottle Free.

If you need Liquozone, and have never tried it, please send us this coupon. We will then mail you an order on a local druggist for a full-size bottle, and will pay the druggist ourselves for it. This is our free gift, made to convince you; to let the product itself show you what it can do. In justice to yourself, please accept it to-day, for it places you under no obligations whatever.

Liquozone costs 50c. and $1.

CUT OUT THIS COUPON

Fill it out and mail it to The Liquozone Company, 458-464 Wabash Ave., Chicago.

My disease is.....

I have never tried Liquozone, but if you will supply me a 50c bottle free I will take it.

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M 2-4. Give full address—write plainly.

Note that this offer applies to new users only.

Any physician or hospital not yet using Liquozone will be gladly supplied for a test.

The feature of the June number of AINSLEE'S is the concluding instalment of "Mr. and Mrs. NEVILL TYSON," the remarkable story by

May Sinclair

Author of

"The Divine Fire."

The novelette is a fascinating story with the rich coloring of Creole life in New Orleans. It is entitled

"Made in Heaven,"

and its author is Vincent Harper.

The June number will also contain the second in the series of racing stories by

W. A. FRASER

The list of short stories, more absorbingly interesting than ever, includes tales by CAROLINE DUER, RICHARD W. CHILD, FRANCES WILSON, FREDERICK G. FASSETT, and PARKER L. WALTER. Two brilliant essays by MARY MANNERS and ROBERT STEWART effectively supplement the fiction.

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AINSLEE'S MAGAZINE has at great expense prepared a **"Portfolio of Art Photographs of Miss Maxine Elliott,"** one of America's most beautiful and popular actresses. The Portfolio contains six large sized **real** carbon photographs colored by hand. They are the latest and best pictures of Miss Elliott, taken by one of the most skilled photographers in the land. The pictures are mounted on a heavy mat paper and folded into a binder—making an artistic portfolio—or they may be easily removed and framed complete, no other mat being necessary. We cannot here do full justice to the Portfolio. A miniature reproduction, giving an idea of it, has been prepared and will be sent on request. A postal will do. In sending you the miniature we will tell you how to get the big Portfolio of **real**, hand-colored photographs **free of charge.** There is no canvassing scheme attached to this offer—no scheme of any kind.

Ainslee's Magazine, 90 7th Ave., N.Y. City

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One or more films can be removed for development at any time.

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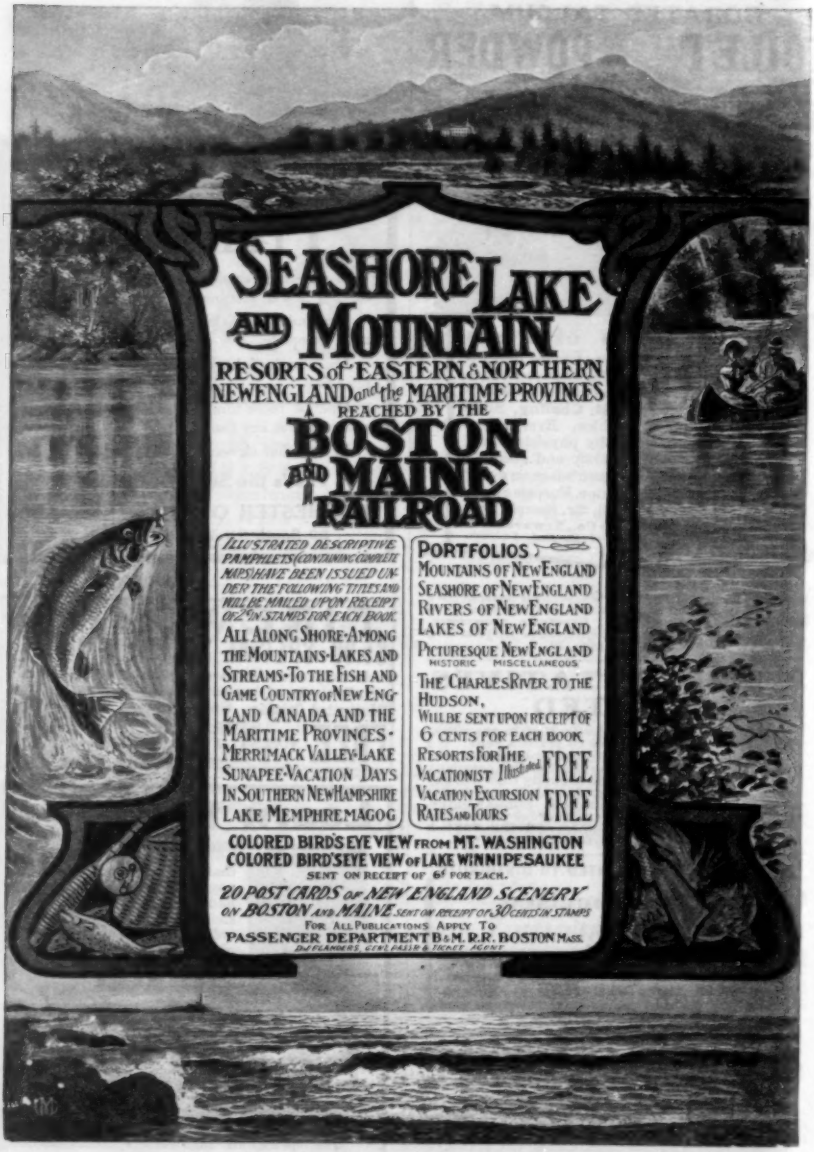
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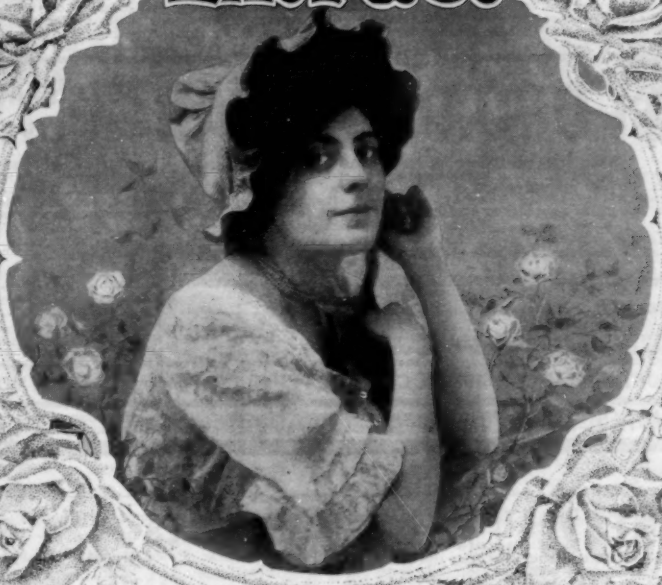

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Please reserve..... .....Shares for me, send me certificate, booklet, reports and all information; if I am fully convinced that it is an enterprise of the soundest character and will prove **ENORMOUSLY** profitable, I will pay for same at the rate of $2.00 per share per month until fully paid. **No more than five shares reserved for any one person.**

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Sample pair, Silk 50c., Cotton 25c. Mailed on receipt of price.

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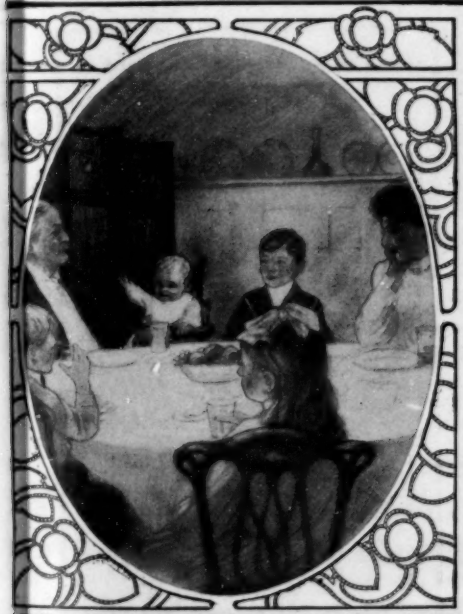

5th And then the justice full of wise saws.

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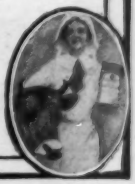

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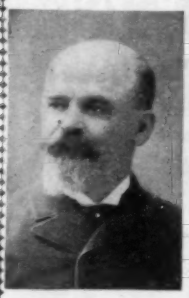

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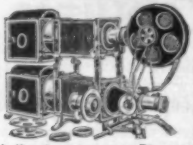

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The Story of Kornit

Satisfactory Progress in Our Kornit Factory

Every Department Being Rushed to its Fullest Capacity

BIG PROFITS MAKE BIG DIVIDENDS

The Kornit Manufacturing Company is receiving letters and calls by almost every mail from different manufacturers who wish to buy KORNIT to use in their business. One rubber manufacturer in Newark, where our factory is situated, told Mr. Emanuel, our factory manager, the other day, that he was just as anxious as we were to have the time come when we could sell him all the KORNIT he needed, for it would save him many thousands of dollars every year by using KORNIT instead of hard rubber. I feel assured that we will have a market for KORNIT just as fast as we can produce it. Here is indeed what I consider one of the best opportunities to make an investment, which will pay enormous dividends, that will ever be presented to you.

A FINANCIAL OPPORTUNITY

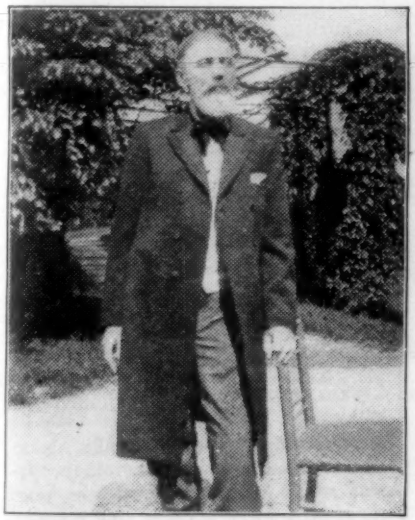
By Pres. Chas. E. Ellis

KORNIT was invented by JOHANN GUSTAV BIERICH, a subject of the Czar of Russia, residing at Menkenhof, near Lievenhof, Russia, and is a Homogeneous Horn or Hoof substance. Kornit is produced by grinding horn and hoof shavings and waste into a palpable powder and then pressing under heavy hydraulic pressure with heat into a homogeneous slab. This slab produces a substance which can be sawed or turned the same as ordinary wood. It is of a beautiful black consistency and IS EXTREMELY VALUABLE as a NON-CONDUCTOR FOR ELECTRICAL SUPPLIES. It is a matter of record that the electrical industry in this country AT THIS TIME DOES NOT HAVE a satisfactory material for heavy or high insulating purposes. A slab of Kornit one inch thick was tested in Trenton, New Jersey, by the Imperial Porcelain Works and was FOUND TO HAVE RESISTED 96,000 VOLTS OF ELECTRICITY. It may be interesting to note here that the heaviest voltage which is transmitted in this country is between Niagara, Buffalo and Lockport, New York. The voltage transmitted by this company is between 40,000 and 50,000 volts. Kornit is equally as good as a non-conductor for electrical purposes and supplies as is hard rubber.

The average price of hard vulcanized rubber for electrical purposes is to-day considerably over one dollar per pound—at the present writing something like $1.25 per pound.

KORNIT CAN BE SOLD AT TWENTY-FIVE

CENTS PER POUND, and AN ENORMOUS profit can be made at this price, so that it CAN EASILY BE SEEN that where KORNIT is EQUALLY AS GOOD, and AS A MATTER OF FACT, in many instances, a BETTER non-conductor than hard rubber, it can compete in every case where it can be used with great success on account of its price. For electrical panel boards, switchboards, fuse boxes, cut-outs, etc., there are other materials used, such as vulcanized paper fibre, slate, marble, etc. A piece of vulcanized paper fibre, 3x4x1 inch, in lots of 1,000, brings 20 cents per piece. A piece of Kornit of the SAME DIMENSIONS could be sold with the ENORMOUS PROFIT OF OVER 100 PER CENT. at ten cents. The absorptive qualities of Kornit render it such that IT IS FAR PREFERABLE to that of vulcanized fibre. It will not maintain



MR. JOHANN GUSTAV BIERICH, THE INVENTOR OF KORNIT, IN HIS SUMMER GARDEN AT MENKENHOF, RUSSIA

a flame. Of all the materials which are now in the electrical market for supplies and insulators there is, as we have stated above, none that are satisfactory. Kornit will fill this place. Its tensile strength per square inch averages from 1,358 pounds to 1,811 pounds, which the reader can readily see IS MORE THAN SATISFACTORY. This test was made by a well-known electrical engineer, who is now acting in that capacity for the United States Government with a Standard Riehle Bros. testing machine.

Waste horn and whole hoofs are being sold by the ton to-day principally only for fertilizing purposes. There is one town alone, Leominster, Mass., where they have an average of eight tons of horn shavings every day. These waste horn shavings are now only being sold for fertilizing material. These eight tons of horn shavings manufactured into Kornit and sold for electrical purposes would easily bring $3,000. At this price it would be selling for less than one-fifth of what hard rubber would cost, and about one-half what other competitive materials would sell for, even though they would not be as satisfactory as Kornit.

Kornit has been in use in Russia about four years. In Riga, Russia, which is the largest seaport town of Western Russia, the Electrical Unions there are using Kornit with the greatest satisfaction, finding it preferable to any other insulating material.

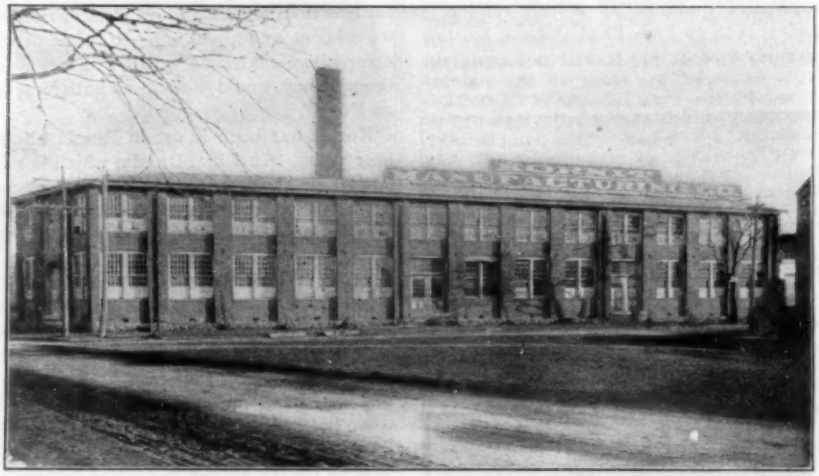
The expense of manufacturing Kornit from the horn shavings is not large, as the patentee, Mr. Bierich, has invented an economical and satisfactory process which produces an article that, in the near future, will be used in the construction of almost every building in this country.

Besides electrical insulators, Kornit can be used for the manufacturing of furniture, buttons, door handles, umbrella, cane, knife and fork handles, brush and sword handles, revolver handles, mirror backs, picture frames, toilet accessories, such as fancy glove boxes, jewel cases, glove stretchers, shoe lifts, etc.; office utensils, such as paper knife and pen holders, ink stands, pen racks; medical instruments, such as syringes, ear trumpets, etc., etc.; pieces for games, such as draughts, chessmen, dominoes, checkers, counters, chips, cribbage boards, etc.; telephone ear pieces, stands, etc.; piano keys, typewriter keys, adding machine and cash register keys, tea trays, ash trays, scoops, mustard and other spoons, salad sets, cigar and cigarette cases, cigar and cigarette holders, match boxes, and

hundreds of other useful and ornamental articles, all at a large and remunerative profit.

THE GREAT DEMAND FOR KORNIT IN THIS COUNTRY

THERE is one manufacturer ALONE here in New York that uses 60,000 square feet of insulating material for panel boards every year. He is now using slate and marble, but IT IS NOT SATISFACTORY, for the reason that in boring and transportation IT BREAKS SO EASILY. those in charge can turn certain lights on or off, and by these panel boards all the electrical power in the building is controlled. They must be of a reliable non-conducting material. Kornit can be used for this purpose almost exclusively. The largest electrical manufacturing concerns in Riga, Russia, ARE USING KORNIT ONLY FOR THIS PURPOSE, after having tried all other so-called non-conducting compositions. The electrical trades alone can consume a great many tons of Kornit every day in the year. If only two tons of Kornit is manufactured and sold every working day in the year IT WILL ENABLE THE KORNIT MANUFACTURING COMPANY TO PAY



KORNIT FACTORY, NEWARK, N. J. (BELLEVILLE STATION)

KORNIT WILL ANSWER THE PURPOSE OF MANUFACTURING PANEL BOARDS VERY MUCH MORE SATISFACTORILY. On 60,000 square feet of Kornit there would be a net profit of over $30,000, or 50 cents for every square foot used. THIS ONE EXAMPLE is cited to show you THE ENORMOUS PROFITS which can be made. There are a great many other panel and switchboard manufacturers in this country. You may be interested to know that a panel board is a small switchboard. There is one or more on every floor of all large buildings where electricity is used. They each have a number of switches mounted on them, so that

16 PER CENT. DIVIDENDS EVERY YEAR. Of course, if four tons a day are sold the dividends would be 32 per cent. per year. THIS IS NOT IMPROBABLE. AN EXPERT ELECTRICAL ENGINEER who holds one of the most responsible positions here in New York City made the statement, after thoroughly examining and testing Kornit for electrical purposes, that in his most conservative estimation there can be ten tons of manufactured Kornit sold every working day in the first year. This would mean that the Kornit Manufacturing Company would pay a dividend out of its earnings the first year of over seventy-five per cent.

75%). This is probably more than will be paid the first year, but there certainly seems to be a good prospect of paying a large dividend the first year.

THERE WILL BE SUCH AN ENORMOUS DEMAND FOR KORNIT AFTER IT BECOMES INTRODUCED THAT FROM YEAR TO YEAR THE DIVIDENDS EARNED WILL BECOME LARGER AND LARGER. THIS IS THE BEST OPPORTUNITY TO MAKE AN INVESTMENT THAT YOU HAVE EVER HAD.

It is a well-known fact that THE MOST LEGITIMATE AND PROFITABLE way to MAKE MONEY is by manufacturing some product that is "NECESSARY" and ONE THAT CAN BE FULLY CONTROLLED so that nobody else can manufacture the same article. Look at Sugar (which is protected by a high tariff); at Standard Oil, the Telephone, the Telegraph, and we might go on and enumerate many more monopolies. THEY ARE THE BIG MONEY MAKERS OF TO-DAY. KORNIT CANNOT BE MANUFACTURED BY ANYBODY IN THIS COUNTRY EXCEPT OURSELVES OR OUR AGENTS. We own all the patents issued by the UNITED STATES GOVERNMENT to the inventor, MR. JOHANN GUSTAV BIERICH, IN RUSSIA. These patents HAVE BEEN BOUGHT from Mr. Bierich and ARE DULY TRANSFERRED TO THE KORNIT MANUFACTURING COMPANY, and the same is DULY RECORDED IN THE PATENT OFFICE OF THE UNITED STATES.

WE HAVE A FINE FACTORY COMPLETE IN EVERY DETAIL

WE have a fine factory in Newark, N. J. (BELLEVILLE STATION), in a most excellent location, handy to the cars and also to the shipping. Our factory is entirely completed and we are manufacturing Kornit.

If you will carefully cast over in your mind and pick out twenty of the wealthiest people you personally know you will find in each case that it is a fact that years ago each one of these persons, or their ancestors, learned how to make a little money do a whole lot of work, and that now they and their children reap the benefit in a golden harvest.

You can do the same. Only you must make a beginning. Here is a Financial Opportunity. Take advantage of it now—not to-morrow, but right now, to-day. You are making money. Why not invest a little and later on reap the benefit? It is the wise thing to do, and the wise and thoughtful people who are doing it are the ones that live in ease.

This is one of the important epochs in *my life*, and I firmly believe in the history of the manufacturing business in this country.

MR. KURT BIERICH, the son of the inventor, who is a graduate of FREIBURG UNIVERSITY, GERMANY, arrived here from Russia, on the 12th of May, to take full charge of the scientific conducting of our factory. MR. KURT BIERICH spent two years in his father's factory at MENKENHOF, RUSSIA, and six months at the workshops in RIGA, RUSSIA, mastering every minute detail of the manufacturing and working departments. MR. BIERICH,

MR. KURT BIERICH, THE SON OF THE INVENTOR OF KORNIT, WHO ARRIVED HERE DIRECT FROM RUSSIA MAY 12, TO DEVOTE HIS ENTIRE TIME AT THE KORNIT FACTORY AT NEWARK (BELLEVILLE STATION), N. J.

JR., has been employed for six months recently in superintending the erection of a Kornit factory for the English company at Stoke Newington, N. London, WHICH HE BROUGHT TO COMPLETION IN THE MOST SATISFACTORY MANNER. MR BIERICH, JR., will have full charge of the KORNIT FACTORY IN THIS COUNTRY. KORNIT WILL QUICKLY BECOME A WELL-KNOWN AND UNIVERSALLY USED ARTICLE IN THE ELECTRICAL AND OTHER TRADES OF THIS COUNTRY, EARNING AND PAYING LARGE AND SATISFACTORY DIVIDENDS EACH AND EVERY SIX MONTHS. A few shares obtained now may be the foundation for a fortune or the much desired income for support in the unknown years that are to come. We leave it to you if it would not seem good judgment to take immediate advantage of this opportunity. Anyway, please write me at once and let me know just what you will do. If it is not possible for you to take shares now, write and tell me how many you would like and how soon it will be convenient for you to do so, provided I will reserve them for you. As soon as I receive your letter I will answer it with A PERSONAL

LETTER AND WILL ARRANGE MATTERS AS YOU WISH TO THE BEST OF MY ABILITY.

REMEMBER, I HAVE A GREAT MANY THOUSAND DOLLARS INVESTED IN THE KORNIT MANUFACTURING COMPANY, and the minute you buy a share or more in this Company, we become CO-PARTNERS as CO-SHAREHOLDERS. It is for our mutual benefit to watch and guard each other's interests. I WILL BE GRATEFUL IF YOU WILL WRITE ME TO-DAY, so that I may know just what you will do.

I know you will agree with me that you have never had presented to your notice a better opportunity to make an investment where such large profits can be made, because of the exclusiveness of control, and the great demand and the low cost of raw material, which is now almost practically thrown away. Join me in this investment, and I assure you it is my sincere belief that in the future you will say: "That is the day I made the most successful move in my whole life."

MY OFFER TO YOU TO-DAY

THE KORNIT MANUFACTURING COMPANY is incorporated under the laws of New Jersey and is capitalized with 50,000 FULLY PAID NON-ASSESSABLE shares at $10 each. It is my intention to sell a LIMITED NUMBER ONLY OF THESE SHARES at the par value of $10 each. TEN DOLLARS WILL BUY ONE SHARE. TWENTY DOLLARS WILL BUY TWO SHARES. FIFTY DOLLARS WILL BUY FIVE SHARES. ONE HUNDRED DOLLARS WILL BUY TEN SHARES. ONE THOUSAND DOLLARS, ONE HUNDRED SHARES, AND SO ON. After you have bought one or more shares in THE KORNIT MANUFACTURING COMPANY you may feel as I do, that you have placed your savings WHERE THEY WILL DRAW REGULAR AND SATISFACTORY LARGE DIVIDENDS. The price of KORNIT shares will advance to at least twelve dollars per share in the near future.

I SHOULD NOT BE A BIT SURPRISED if these shares paid dividends as high as one hundred per cent in the not far distant future. Consequently, a few dollars invested now in the shares of the KORNIT MANUFACTURING COMPANY will enable you in the future to draw a REGULAR INCOME from the large profits of the Company as they are earned. THE DIVIDENDS will be paid semi-annually, every six months, the first of May and November of each year. THIS IS ONE OF THE BEST OPPORTUNITIES YOU WILL EVER HAVE PRESENTED TO YOU IN YOUR WHOLE LIFE-TIME. I HAVE INVESTED A GREAT MANY THOUSAND DOLLARS IN THE KORNIT MANUFACTURING COMPANY, AND I FEEL SURE IT IS ONE OF THE BEST INVESTMENTS I HAVE EVER MADE. I can TRUTHFULLY say to you that I FULLY BELIEVE that you will be more than pleased with your investment and that YOU WILL NEVER BE SORRY. REMEMBER, that you here have an opportunity to become interested in a large industrial manufacturing concern manufacturing a product, with an exclusive monopoly, which HAS NEVER BEFORE been manufactured or sold in this country.

Remember, that it is by no means an experiment, as IT HAS BEEN SUCCESSFULLY MANUFACTURED AND SOLD FOR OVER FOUR YEARS IN RUSSIA AT A LARGE PROFIT, and the manufacturer and inventor recently wrote that the DEMAND IS INCREASING EVERY DAY, beyond the capacity of their manufacturing facilities.

Now is the time for you to take advantage of this magnificent opportunity to make an investment in these shares. I EARNESTLY BELIEVE that in a few years THESE SHARES WILL BE WORTH FROM FIFTY DOLLARS TO ONE HUNDRED DOLLARS each, on account of THE LARGE DIVIDENDS which the company will earn and regularly pay each and every six months. It is a well-known fact that shares that pay fifty (50) to one hundred (100) per cent. dividends will readily sell in the open market for $50 to $100. THE OUTLOOK FOR THE KORNIT MANUFACTURING COMPANY is such that it seems impossible for the earnings to fall far short of these figures. If the company only makes and sells two tons of Kornit a day for the first year, and made a profit of only two hundred dollars per ton, it would mean a profit of over sixteen per cent. (16%) the first year. If this business were doubled the second year, of course the earning capacity would double, and the dividends would be over thirty-two per cent. (32%). Prominent and well-known Electrical Engineers assure me that this product cannot help, and is bound to make enormous profits. I would recommend that you send for as many shares as you may wish at once. You, in my conservative opinion, can safely count on the large earning capacity of these shares. I will at once write you a personal letter with full information, and send you our illustrated book. "A Financial Opportunity," containing a score of photographs of the KORNIT industry, taken in Russia.

Please let me hear from you.

Yours very truly,

CHARLES E. ELLIS
PRESIDENT
719 Temple Court, New York City

[Mr. Ellis, besides being President of this company, is also President of two other large and successful companies, owning shares therein valued conservatively at over $250,000. Mr. Ellis has other investments in New York City real estate, bonds, stocks, and mortgages to the amount of many more hundreds of thousands of dollars. Any bank or mercantile agency will tell you his guarantee is as good as gold. THIS is a successful man who wishes you for a Co-partner, as a Shareholder and Dividend Receiver in this company. Remember you will do business personally with Mr. Ellis in this matter.]

Direct from our distillery to YOU

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Is said of "green beer"—not of Schlitz.

Schlitz beer is aged in glass enameled steel tanks for months before it is marketed. Fermentation is finished long before you get it.

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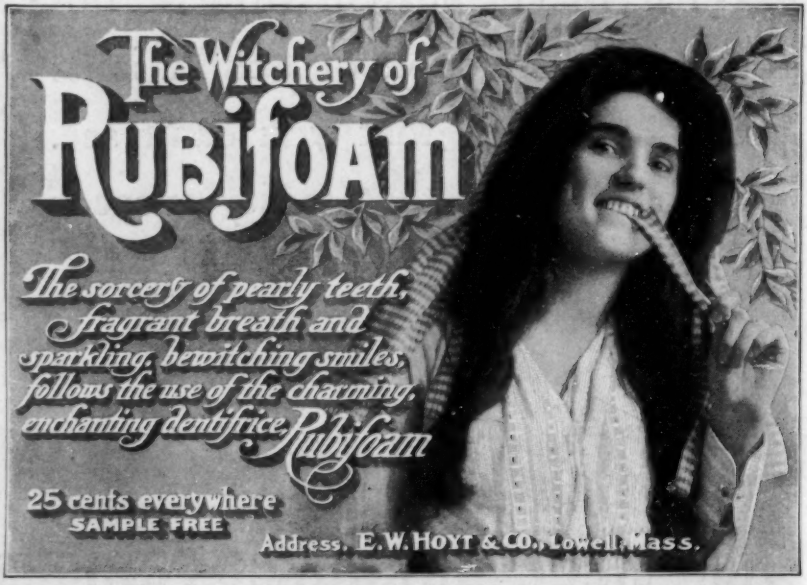
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Anniversary of a Unique Institution

Students of the International Correspondence Schools to join in a Big Celebration

Students of the International Correspondence Schools in all sections of the country are much interested in the celebration of the fifteenth anniversary of the Schools, which is to be held in Scranton, Pa., on October 16.

It has been nearly fifteen years since Thomas J. Foster, then editor of a newspaper in Shenandoah, Pa., introduced a method of teaching through the mails by means of special home-study text-books and a system of direction and correction of students' work, the object of which was to enable the coal miners of Pennsylvania to pass the required examination for mine foreman. Although the enterprise was of great interest in the mining communities, not even the founder then dreamed that his plan was the creation of a new educational system that was to turn the world into a vast class-room and afford the means by which practical, money-earning knowledge in almost every line could be carried to the thousands that could not give up work or leave home to secure education.

The International Correspondence Schools now have more than two hundred courses of instruction, covering almost every branch of nearly all of the well-known trades and professions. Up to the present time, 85,000 students have either completed the courses for which they enrolled or substantial portions thereof; 225,000 other students have completed the study of mathematical, physical, and drawing subjects. One hundred and fifty-three railroads, including some of the largest systems in the world, have made contracts with the Schools for the instruction of their engineers, firemen, machinists, inspectors, and other employees.

The wide-spread practical results of the work of this great "home-study university" is demonstrated by the fact that during the last twelve months upwards of 4,000 reports of increased salary or advancement in position have been received from students.

The foregoing figures are all the more wonderful when it is remembered that the largest number of students graduated by any one American resident school is 28,000 and this is the record of Harvard University, an institution more than 200 years old. The International Correspondence Schools are filling a great need that before was not met by any educational system.

The many thousands that have been enabled to change to congenial or more remunerative occupations, or that have been otherwise benefited by this wonderful system of education, naturally feel a deep sense of gratitude to the man whose genius created and developed the International Correspondence Schools and who is still the active head of the work. As a fitting tribute, a great celebration has been planned for the 16th of October, 1906, the day on which fifteen years ago the first student was enrolled. Hundreds of I. C. S. students and many persons of national prominence in educational work will be in Scranton on that day.

The first student enrolled—then a common laborer, now a mine superintendent—is expected to be present, as are also representative students in architecture, civil, electrical, mechanical, and steam engineering, drafting, chemistry, commerce, etc. Few of these have ever seen their teachers or the magnificent buildings and system of the Schools at Scranton. The event will not only be a notable one as a testimonial to the founder, but will also be of great interest to visiting students.

The day will be taken up with appropriate exercises, and an interesting exhibit of the Schools at work preparing and printing home-study text books and correcting the recitations of students sent in from every part of the civilized world. A banquet to the guests will be given by the Schools in the evening.

INTERNATIONAL CORRESPONDENCE SCHOOLS
Box 834, SCRANTON, PA.

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When buying socks, which principle do ***you*** go by?

Ask for what you want, insist upon having it, or take what you can get and accept the dealer's word for it?

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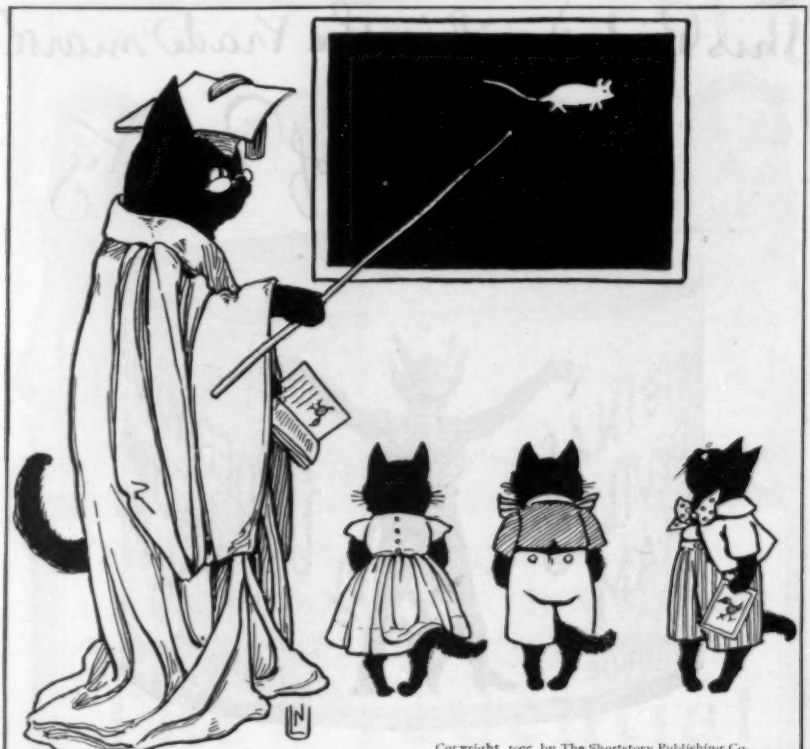

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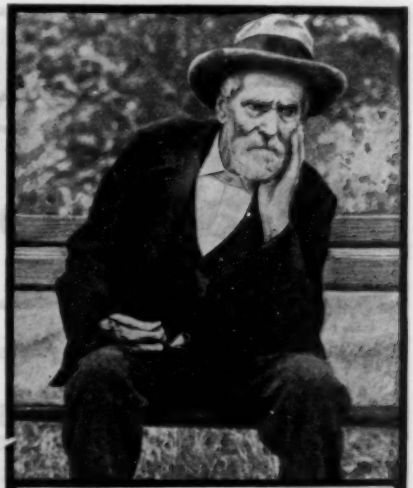

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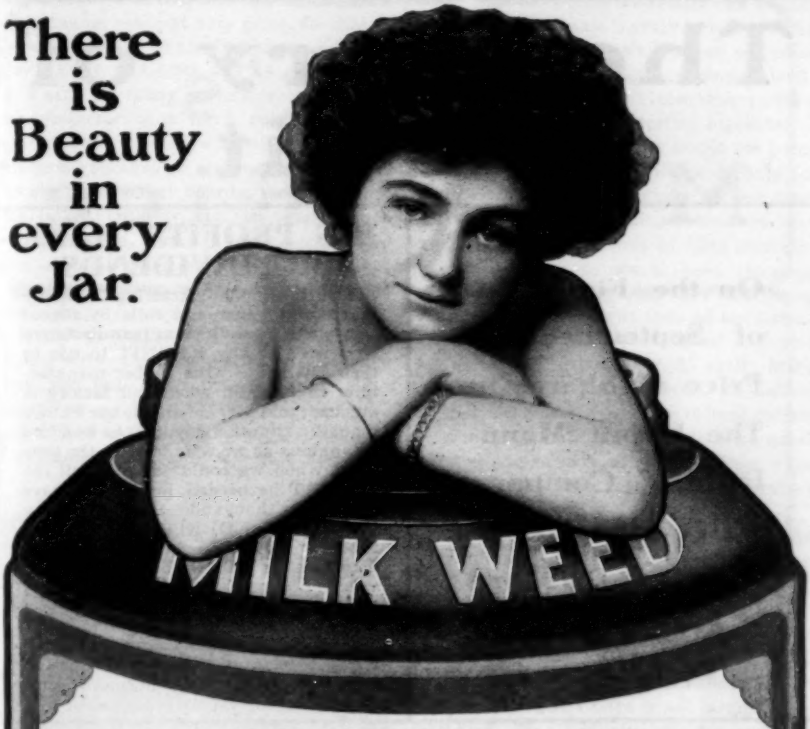

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By Pres. Chas. E. Ellis

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The average price of hard vulcanized rubber for electrical purposes is to-day considerably over one dollar per pound—at the present writing something like $1.25 per pound.

KORNIT CAN BE SOLD AT TWENTY-FIVE

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MR. JOHANN GUSTAV BIERICH, THE INVENTOR OF KORNIT, IN HIS SUMMER GARDEN AT MENKENHOF, RUSSIA

a flame. Of all the materials which are now in the electrical market for supplies and insulators there is, as we have stated above, none that are satisfactory. Kornit will fill this place. Its tensile strength per square inch averages from 1,358 pounds to 1,811 pounds, which the reader can readily see IS MORE THAN SATISFACTORY. This test was made by a well-known electrical engineer, who is now acting in that capacity for the United States Government with a Standard Riehle Bros. testing machine.

Waste horn and whole hoofs are being sold by the ton to-day principally only for fertilizing purposes. There is one town alone, Leominster, Mass., where they have an average of eight tons of horn shavings every day. These waste horn shavings are now only being sold for fertilizing material. These eight tons of horn shavings manufactured into Kornit and sold for electrical purposes would easily bring $3,000. At this price it would be selling for less than one-fifth of what hard rubber would cost, and about one-half what other competitive materials would sell for, even though they would not be as satisfactory as Kornit.

Kornit has been in use in Russia about four years. In Riga, Russia, which is the largest seaport town of Western Russia, the Electrical Unions there are using Kornit with the greatest satisfaction, finding it preferable to any other insulating material.

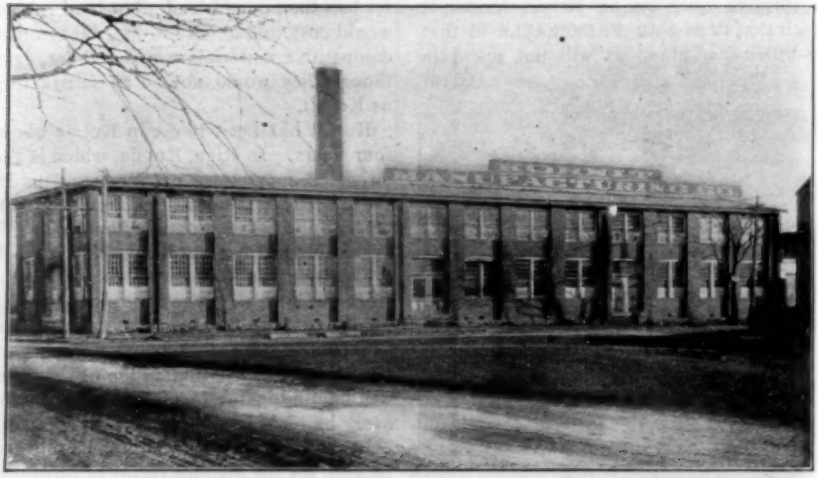
The expense of manufacturing Kornit from the horn shavings is not large, as the patentee, Mr. Bierich, has invented an economical and satisfactory process which produces an article that, in the near future, will be used in the construction of almost every building in this country.

Besides electrical insulators, Kornit can be used for the manufacturing of furniture, buttons, door handles, umbrella, cane, knife and fork handles, brush and sword handles, revolver handles, mirror backs, picture frames, toilet accessories, such as fancy glove boxes, jewel cases, glove stretchers, shoe lifts, etc.; office utensils, such as paper knife and pen holders, ink stands, pen racks; medical instruments, such as syringes, ear trumpets, etc., etc.; pieces for games, such as draughts, chessmen, dominoes, checkers, counters, chips, cribbage boards, etc.; telephone ear pieces, stands, etc.; piano keys, typewriter keys, adding machine and cash register keys, tea trays, ash trays, scoops, mustard and other spoons, salad sets, cigar and cigarette cases, cigar and cigarette holders, match boxes, and

hundreds of other useful and ornamental articles, all at a large and remunerative profit.

THE GREAT DEMAND FOR KORNIT IN THIS COUNTRY

THERE is one manufacturer ALONE here in New York that uses 60,000 square feet of insulating material for panel boards every year. He is now using slate and marble, but IT IS NOT SATISFACTORY, for the reason that in boring and transportation IT BREAKS SO EASILY. KORNIT WILL ANSWER THE PURPOSE OF MANUFACTURING PANEL BOARDS VERY MUCH MORE SATISFACTORILY. On 60,000 square feet of Kornit there would be a net profit of over $30,000, or 50 cents for every square foot used. THIS ONE EXAMPLE is cited to show you THE ENORMOUS PROFITS which can be made. There are a great many other panel and switchboard manufacturers in this country. You may be interested to know that a panel board is a small switchboard. There is one or more on every floor of all large buildings where electricity is used. They each have a number of switches mounted on them, so that those in charge can turn certain lights on or off, and by these panel boards all the electrical power in the building is controlled. They must be of a reliable non-conducting material. Kornit can be used for this purpose almost exclusively. The largest electrical manufacturing concerns in Riga, Russia, ARE USING KORNIT ONLY FOR THIS PURPOSE, after having tried all other so-called non-conducting compositions. The electrical trades alone can consume a great many tons of Kornit every day in the year. If only two tons of Kornit is manufactured and sold every working day in the year IT WILL ENABLE THE KORNIT MANUFACTURING COMPANY TO PAY 16 PER CENT. DIVIDENDS EVERY YEAR. Of course, if four tons a day are sold the dividends would be 32 per cent. per year. THIS IS NOT IMPROBABLE. AN EXPERT ELECTRICAL ENGINEER who holds one of the most responsible positions here in New York City made the statement, after thoroughly examining and testing Kornit for electrical purposes, that in his most conservative estimation there can be ten tons of manufactured Kornit sold every working day in the first year. This would mean that the Kornit Manufacturing Company would pay a dividend out of its earnings the first year of over seventy-five per cent.



KORNIT FACTORY, NEWARK, N. J. (BELLEVILLE STATION)

75%). This is probably more than will be paid the first year, but there certainly seems to be a good prospect of paying a large dividend the first year.

THERE WILL BE SUCH AN ENORMOUS DEMAND FOR KORNIT FROM NOW ON THAT FROM YEAR TO YEAR THE DIVIDENDS EARNED WILL BECOME LARGER AND LARGER. THIS IS THE BEST OPPORTUNITY TO MAKE AN INVESTMENT THAT YOU HAVE EVER HAD.

It is a well-known fact that THE MOST LEGITIMATE AND PROFITABLE way to MAKE MONEY is by manufacturing some product that is "NECESSARY" and ONE THAT CAN BE FULLY CONTROLLED so that nobody else can manufacture the same article. Look at Sugar (which is protected by a high tariff); at Standard Oil, the Telephone, the Telegraph, and we might go on and enumerate many more monopolies. THEY ARE THE BIG MONEY MAKERS OF TO-DAY. KORNIT CANNOT BE MANUFACTURED BY ANYBODY IN THIS COUNTRY EXCEPT OURSELVES OR OUR AGENTS. We own all the patents issued by the UNITED STATES GOVERNMENT to the inventor, MR. JOHANN GUSTAV BIERICH, IN RUSSIA. These patents HAVE BEEN BOUGHT from Mr. Bierich and ARE DULY TRANSFERRED TO THE KORNIT MANUFACTURING COMPANY, and the same is DULY RECORDED IN THE PATENT OFFICE OF THE UNITED STATES.

WE HAVE A FINE FACTORY COMPLETE IN EVERY DETAIL

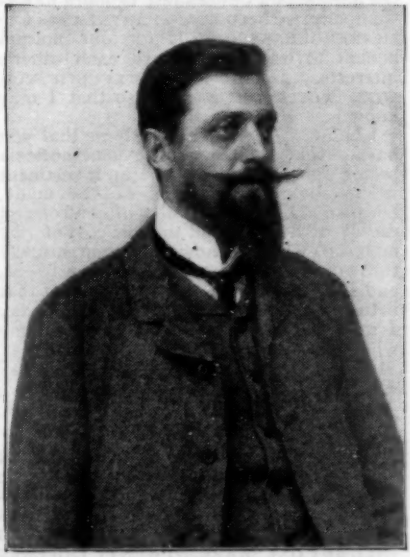
WE have a fine factory in Newark, N. J. (BELLEVILLE STATION), in a most excellent location, handy to the cars and also to the shipping. Our factory is entirely completed and we are now manufacturing perfect Kornit Slabs.

If you will carefully cast over in your mind and pick out twenty of the wealthiest people you personally know you will find in each case that it is a fact that years ago each one of these persons, or their ancestors, learned how to make a little money do a whole lot of work, and that now they and their children reap the benefit in a golden harvest.

You can do the same. Only you must make a beginning. Here is a Financial Opportunity. Take advantage of it now—not to-morrow, but right now, to-day. You are making money. Why not invest a little and later on reap the benefit? It is the wise thing to do, and the wise and thoughtful people who are doing it are the ones that live in ease.

This is one of the important epochs in *my life*, and I firmly believe in the history of the manufacturing business in this country.

MR. KURT BIERICH, the son of the inventor, who is a graduate of FREIBURG UNIVERSITY, GERMANY, arrived here from Russia, on the 12th of May, to take full charge of the scientific conducting of our factory. MR. KURT BIERICH spent two years in his father's factory at MENKENHOF, RUSSIA, and six months at the workshops in RIGA, RUSSIA, mastering every minute detail of the manufacturing and working departments. MR. BIERICH,



MR. KURT BIERICH, THE SON OF THE INVENTOR OF KORNIT, WHO ARRIVED HERE DIRECT FROM RUSSIA MAY 12, TO DEVOTE HIS ENTIRE TIME AT THE KORNIT FACTORY AT NEWARK (BELLEVILLE STATION), N. J.

JR., has been employed for six months recently in superintending the erection of a Kornit factory for the English company at Stoke Newington, N. London, WHICH HE BROUGHT TO COMPLETION IN THE MOST SATISFACTORY MANNER. MR BIERICH, JR., will have full charge of the KORNIT FACTORY IN THIS COUNTRY. KORNIT WILL QUICKLY BECOME A WELL-KNOWN AND UNIVERSALLY USED ARTICLE IN THE ELECTRICAL AND OTHER TRADES OF THIS COUNTRY, EARNING AND PAYING LARGE AND SATISFACTORY DIVIDENDS EACH AND EVERY SIX MONTHS. A few shares obtained now may be the foundation for a fortune or the much desired income for support in the unknown years that are to come. We leave it to you if it would not seem good judgment to take immediate advantage of this opportunity. Anyway, please write me at once and let me know just what you will do. If it is not possible for you to take shares now, write and tell me how many you would like and how soon it will be convenient for you to do so, provided I will reserve them for you. As soon as I receive your letter I will answer it with A PERSONAL

LETTER AND WILL ARRANGE MATTERS AS YOU WISH TO THE BEST OF MY ABILITY.

REMEMBER, I HAVE A GREAT MANY THOUSAND DOLLARS INVESTED IN THE KORNIT MANUFACTURING COMPANY, and the minute you buy a share or more in this Company, we become CO-PARTNERS as CO-SHAREHOLDERS. It is for our mutual benefit to watch and guard each other's interests. I WILL BE GRATEFUL IF YOU WILL WRITE ME TO-DAY, so that I may know just what you will do.

I know you will agree with me that you have never had presented to your notice a better opportunity to make an investment where such large profits can be made, because of the exclusiveness of control, and the great demand and the low cost of raw material, which is now almost practically thrown away. Join me in this investment, and I assure you it is my sincere belief that in the future you will say: "That is the day I made the most successful move in my whole life."

MY OFFER TO YOU TO-DAY

THE KORNIT MANUFACTURING COMPANY is incorporated under the laws of New Jersey and is capitalized with 50,000 FULLY PAID NON-ASSESSABLE shares at $10 each. TEN DOLLARS WILL BUY ONE SHARE. TWENTY DOLLARS WILL BUY TWO SHARES. FIFTY DOLLARS WILL BUY FIVE SHARES. ONE HUNDRED DOLLARS WILL BUY TEN SHARES. ONE THOUSAND DOLLARS, ONE HUNDRED SHARES, AND SO ON. After September 1st the price will advance to twelve dollars ($12) per share. After you have bought one or more shares in THE KORNIT MANUFACTURING COMPANY you may feel as I do, that you have placed your savings WHERE THEY WILL DRAW REGULAR AND SATISFACTORY LARGE DIVIDENDS. The price of KORNIT shares will advance to at least twelve dollars per share in the near future.

I SHOULD NOT BE A BIT SURPRISED if these shares paid dividends as high as one hundred per cent in the not far distant future. Consequently, a few dollars invested now in the shares of the KORNIT MANUFACTURING COMPANY will enable you in the future to draw a REGULAR INCOME from the large profits of the Company as they are earned. THE DIVIDENDS will be paid semi-annually, every six months, the first of May and November of each year. THIS IS ONE OF THE BEST OPPORTUNITIES YOU WILL EVER HAVE PRESENTED TO YOU IN YOUR WHOLE LIFE-TIME. I HAVE INVESTED A GREAT MANY THOUSAND DOLLARS IN THE KORNIT MANUFACTURING COMPANY, AND I FEEL SURE IT IS ONE OF THE BEST INVESTMENTS I HAVE EVER MADE. I can TRUTHFULLY say to you that I FULLY BELIEVE that you will be more than pleased with your investment and that YOU WILL NEVER BE SORRY. REMEMBER, that you here have an opportunity to become interested in a large industrial manufacturing concern manufacturing a product, with an exclusive monopoly, which HAS NEVER BEFORE been manufactured or sold in this country.

Remember, that it is by no means an experiment, as IT HAS BEEN SUCCESSFULLY MANUFACTURED AND SOLD FOR OVER FOUR YEARS IN RUSSIA AT A LARGE PROFIT, and the manufacturer and inventor recently wrote that the DEMAND IS INCREASING EVERY DAY, beyond the capacity of their manufacturing facilities.

Now is the time for you to take advantage of this magnificent opportunity to make an investment in these shares. I EARNESTLY BELIEVE that in a few years THESE SHARES WILL BE WORTH FROM FIFTY DOLLARS TO ONE HUNDRED DOLLARS each, on account of THE LARGE DIVIDENDS which the company will earn and regularly pay each and every six months. It is a well-known fact that shares that pay fifty (50) to one hundred (100) per cent. dividends will readily sell in the open market for $50 to $100. THE OUTLOOK FOR THE KORNIT MANUFACTURING COMPANY is such that it seems impossible for the earnings to fall far short of these figures. If the company only makes and sells two tons of Kornit a day for the first year, and made a profit of only two hundred dollars per ton, it would mean a profit of over sixteen per cent. (16%) the first year. If this business were doubled the second year, of course the earning capacity would double, and the dividends would be over thirty-two per cent. (32%). Prominent and well-known Electrical Engineers assure me that this product cannot help, and is bound to make enormous profits. I would recommend that you send for as many shares as you may wish at once. You, in my conservative opinion, can safely count on the large earning capacity of these shares. I will at once write you a personal letter with full information, and send you our illustrated book, "A Financial Opportunity," containing a score of photographs of the KORNIT industry, taken in Russia.

Please let me hear from you before the shares advance.

Yours very truly,

CHARLES E. ELLIS
PRESIDENT
719 Temple Court, New York City

[Mr. Ellis, besides being President of this company, is also President of two other large and successful companies, owning shares therein valued conservatively at over $950,000. Mr. Ellis has other investments in New York City real estate, bonds, stocks, and mortgages to the amount of many more hundreds of thousands of dollars. Any bank or mercantile agency will tell you his guarantee is as good as gold. THIS is a successful man who wishes you for a Co-partner, as a Shareholder and Dividend Receiver in this company. Remember you will do business personally with Mr. Ellis in this matter.]

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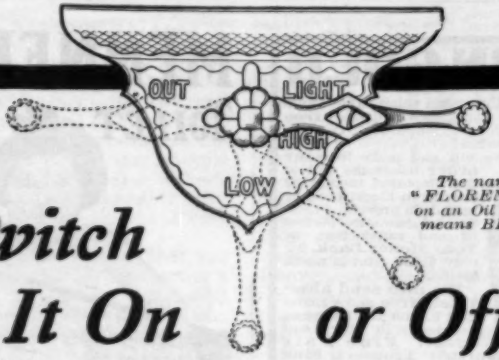

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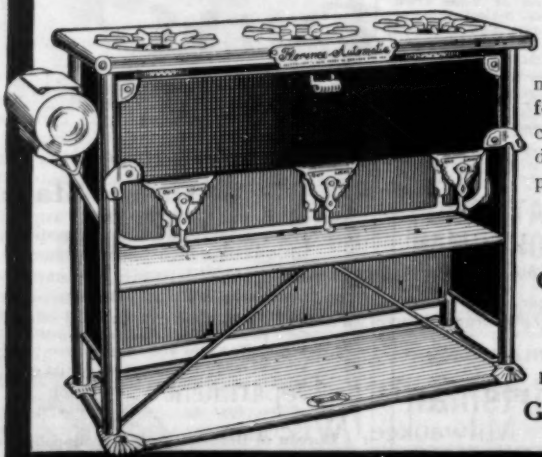

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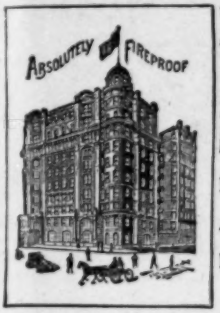

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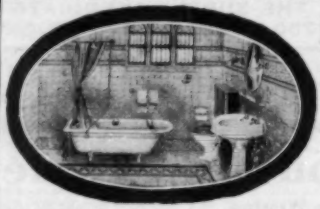

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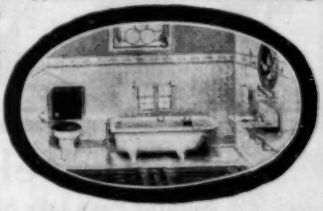

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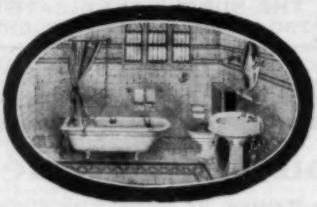

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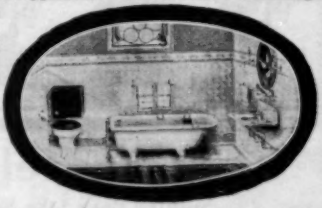

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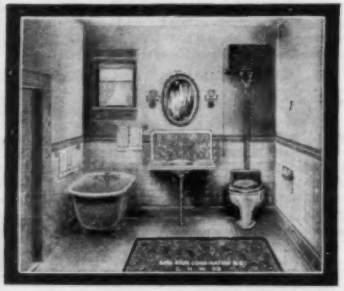

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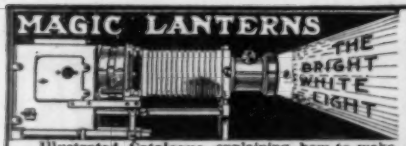

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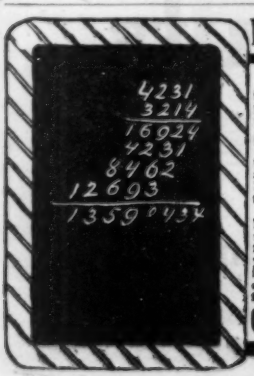

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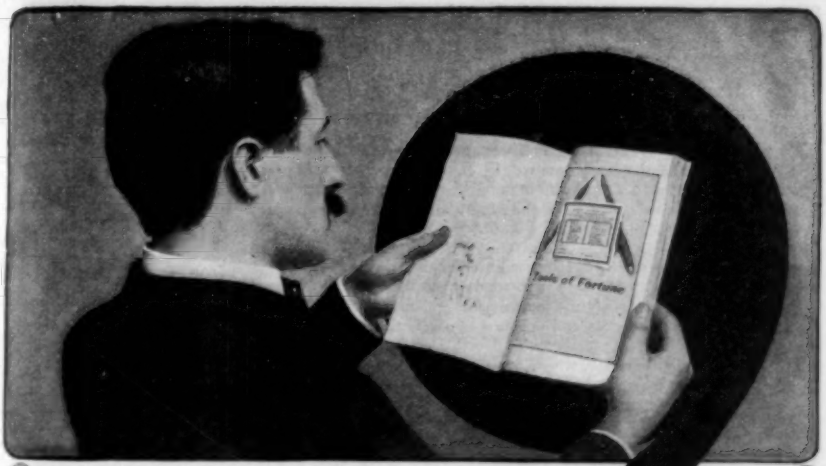

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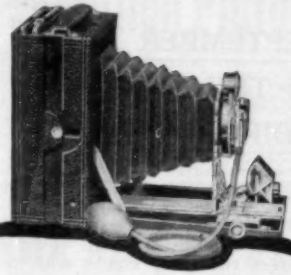

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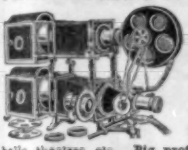

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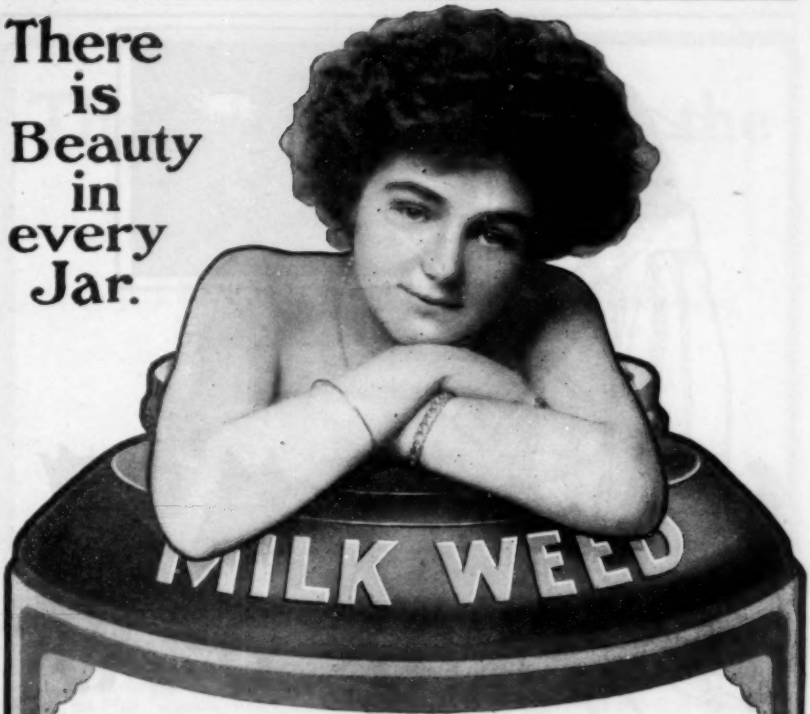

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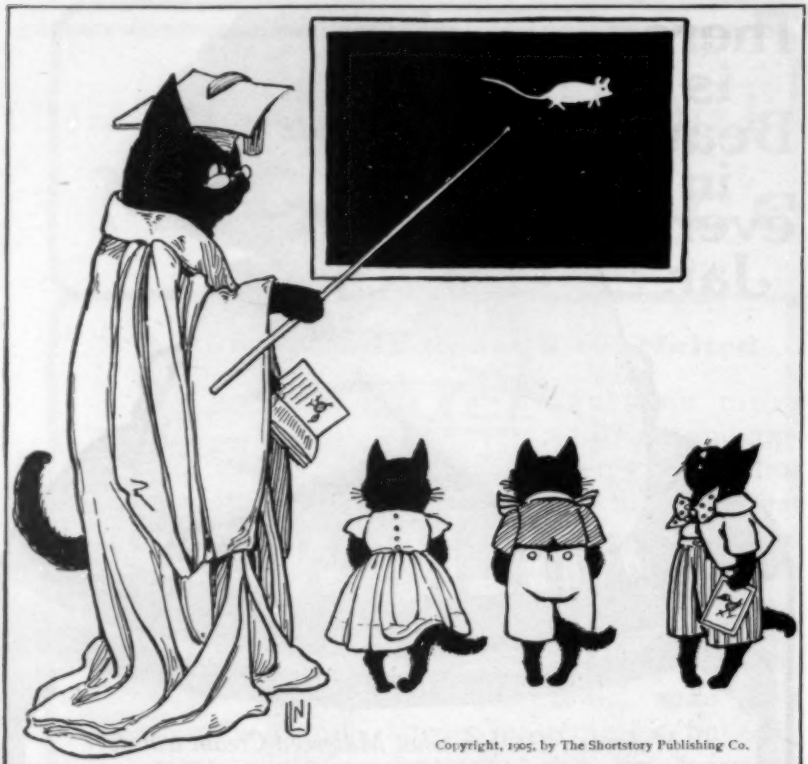

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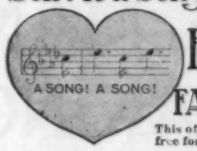
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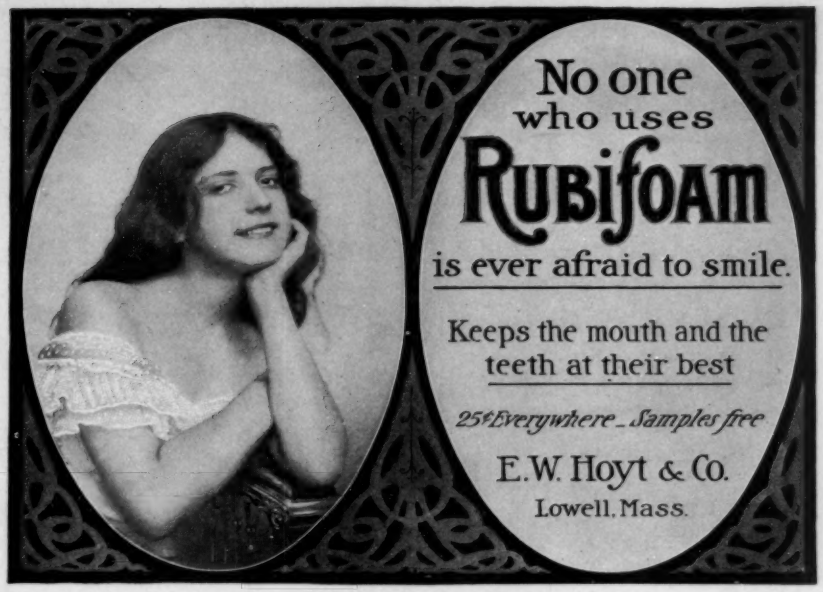

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